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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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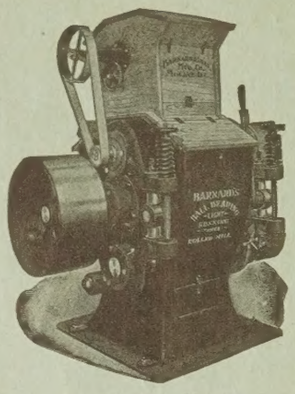
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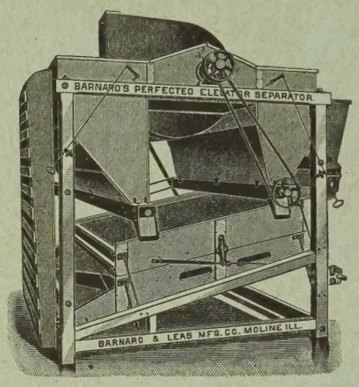
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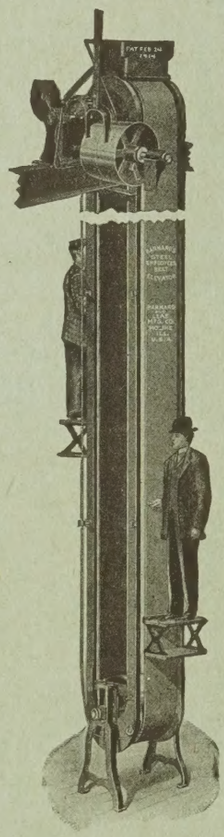
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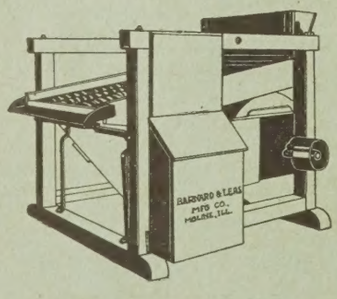
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Oat Clippers
Oat Separators
Corn Shellers



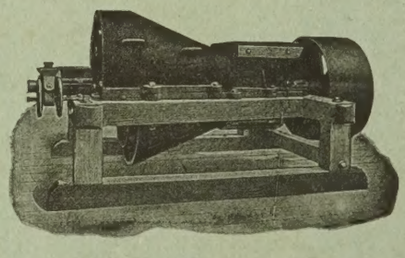
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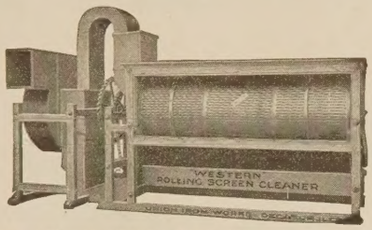
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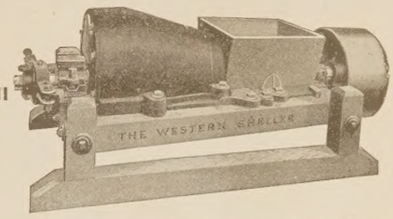
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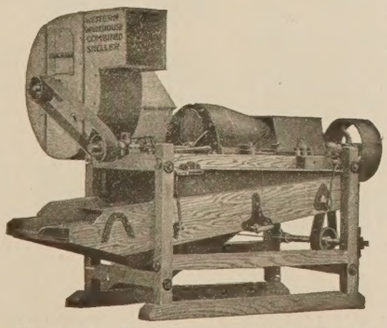
IF your elevator is inefficient your operating expenses will be higher than they should be and you cannot expect much profit. Look over your plant and see where you can better it. If you are not getting the best results from your equipment, you should send for our catalogue of complete equipment. WESTERN machinery is the accepted solution of every elevator problem and we stand squarely behind every machine sold.

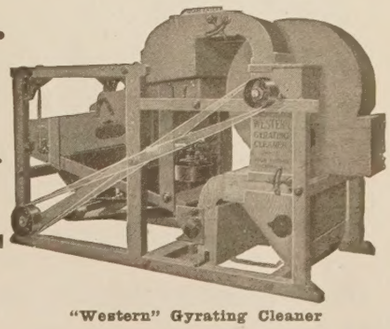
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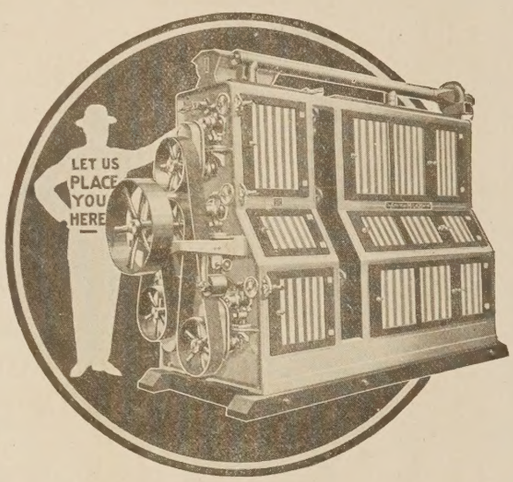

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Profit By Experience

Investigations show that the cost of operating an elevator is steadily increasing but profits are decreasing. You are undoubtedly facing this problem today. There seems to be no relief in sight. Your question is: "Where will I find the added profit I must have?"

Why not profit by the experience of others who faced the very same question you are facing? Profit by the experience of those who met the situation face to face and solved it. They found the solution of turning loss into gain in the American (Midget) Marvel Mill. They converted waste space into profit making space. Now profit by the experience you have in the grain business—again you will find the answer in the American (Midget) Marvel Mill.

HERE IS YOUR OPPORTUNITY



There are today 1300 American Marvel Mills in successful operation in America. They are big profit makers to their owners. Many of these mills are operated by elevator men. In fact some have given up the elevator business altogether and become millers. They found they could make more money — that milling was a surer and more profitable business. (When you send the coupon below we will send you a number of testimonials from them.)

First they investigated the milling possibilities. They found these things:



NOTE:—More than 75,000 barrels of this flour is milled every day in this country—you can make it only on an American Marvel Mill.

(1) They could cash in on their experience in the grain business.

(2) They knew local requirements and conditions.

(3) They could utilize extra space.

(4) They could add from $100 to $1000 a month to their income.

(5) They could establish a "twelve-months-in-a-year" business.

Then they investigated the American (Midget) Marvel Mill and found these things:

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(2) That no extra power was required.

(3) One man could do all the work.

(4) That the American (Midget) Marvel Mill not only made better flour but made it at lowest cost.

(5) That with the American (Midget) Marvel Mill they made more profit per barrel.

(6) That the Free Service Plan of the Anglo-American Mill Co., practically insures success from the very start.

(7) That owners of American Marvel Mills had the franchise to market their flour under the widely advertised brand "FLavo FLour."

(8) That but a limited capital was required. The American (Midget) Marvel Mill could be paid for as it made the profits.

Investigate—Then Decide

Put the burden of proof up to us. Get all facts—read them, study them. Learn all about the American Marvel Mill and its money-making possibilities. Investigate the Community Marvel Millers Association, and our Service Plan, free trial and easy terms. The coupon will bring you the facts. Act now.

Anglo-American Mill Co.,
101 Trust Building,
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Send me at once full information about the American (Midget) Marvel Mill and the money-making possibilities it offers.

Name

Address

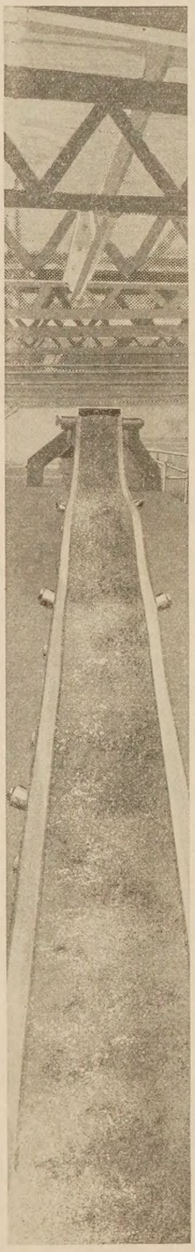
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The American (Midget) Marvel Mill is manufactured in seven sizes ranging in capacity of from 15 to 100 barrels per day

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(233)

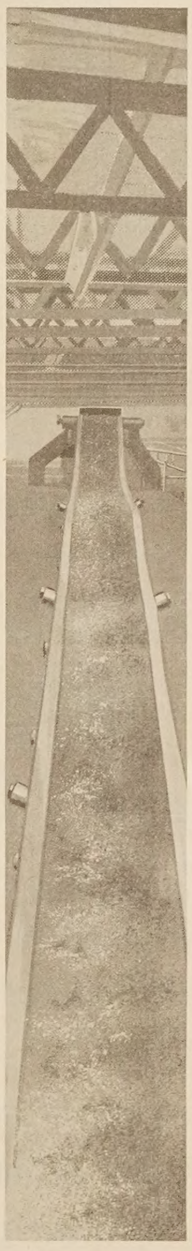
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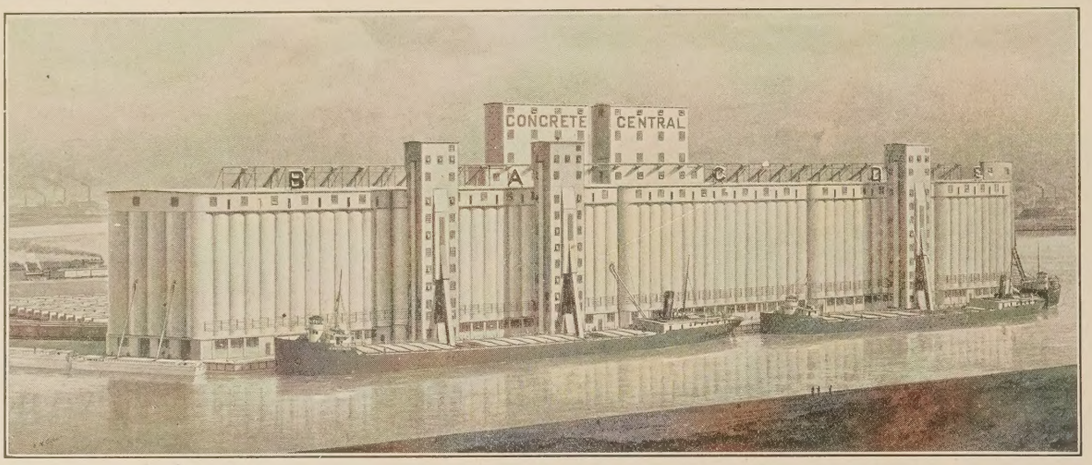


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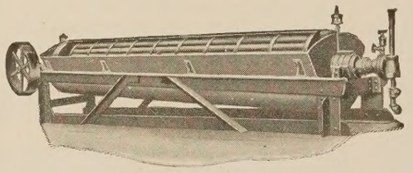
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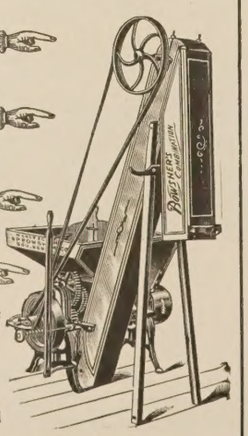
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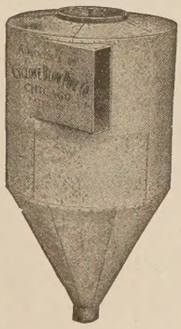
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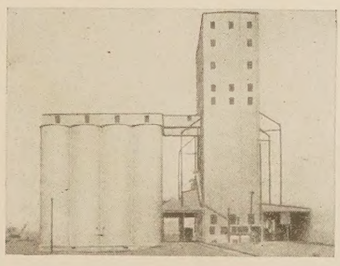
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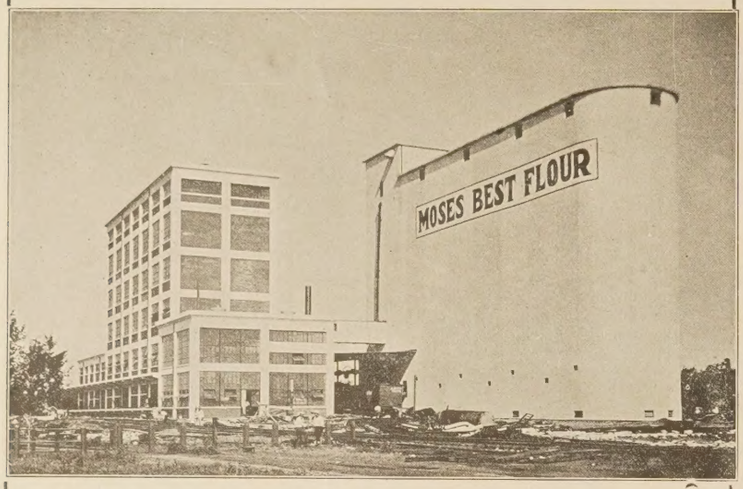
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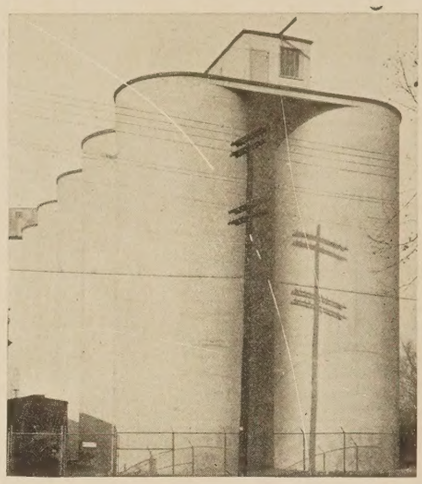
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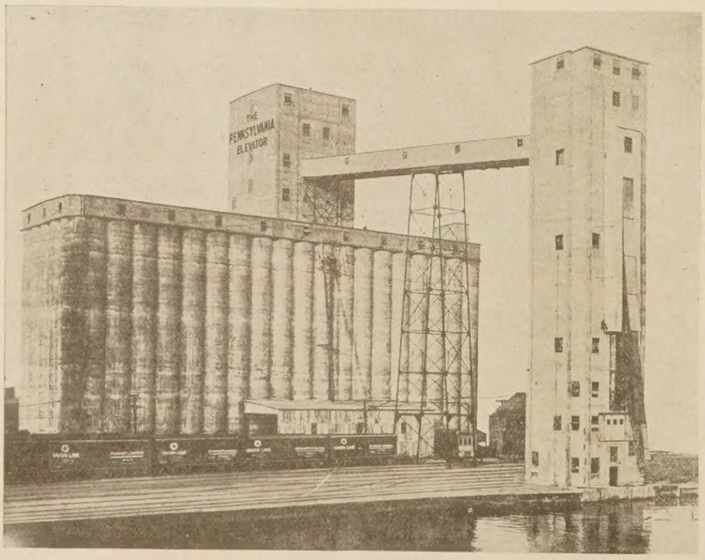
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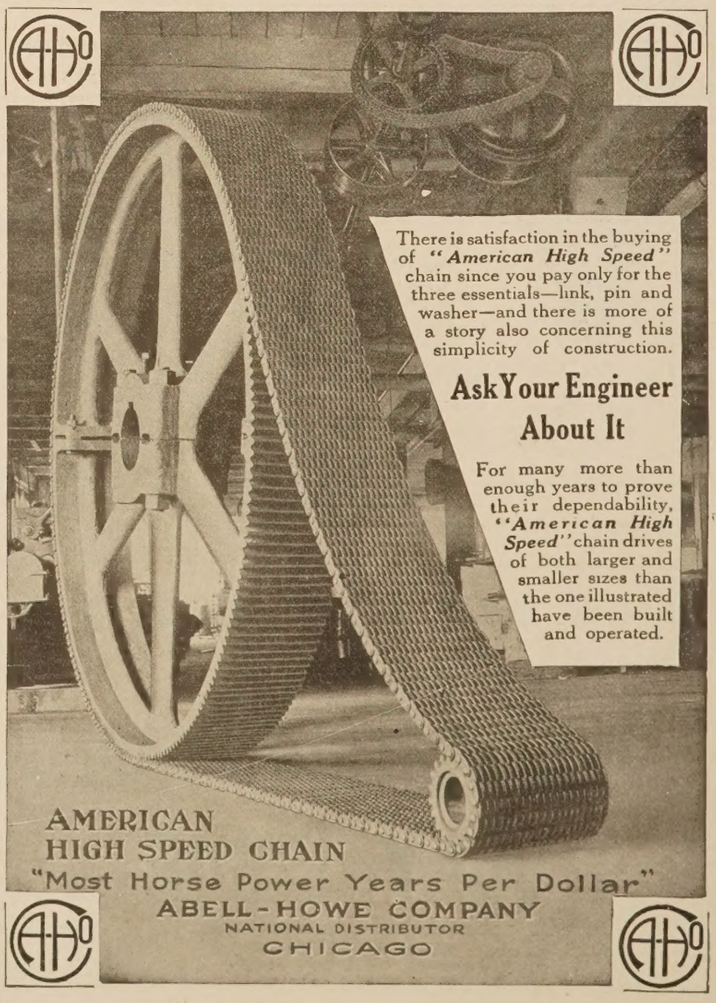
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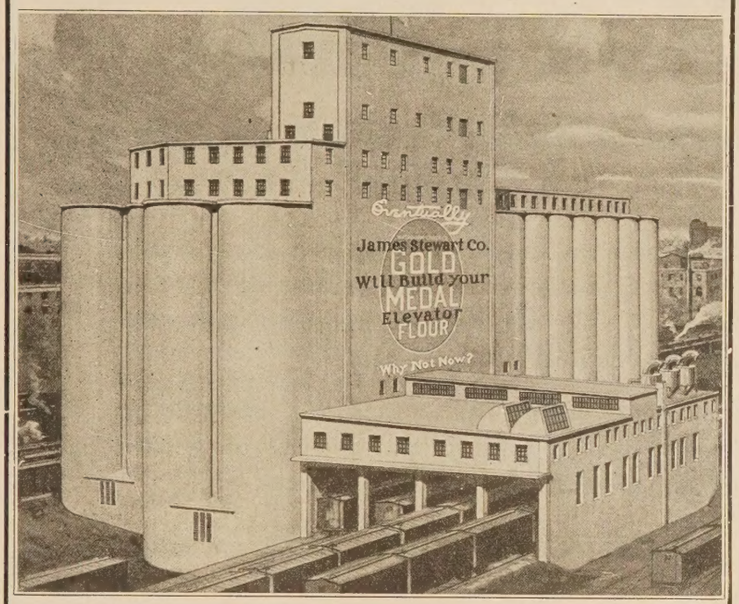
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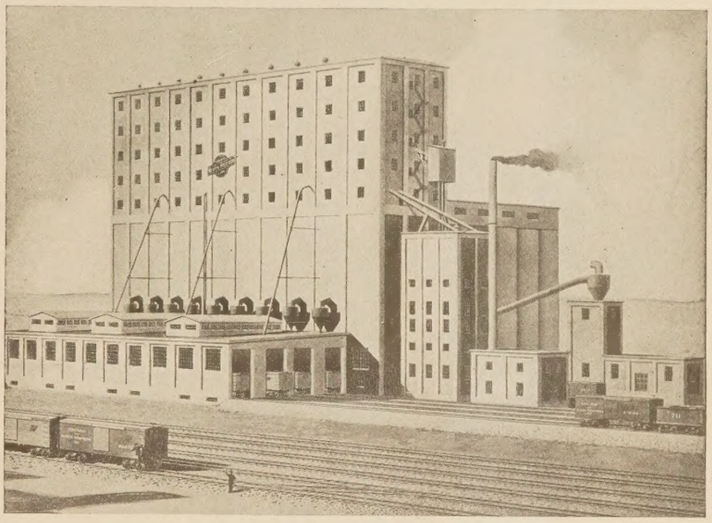


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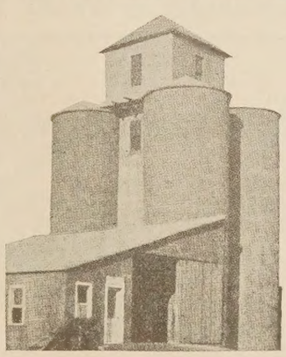
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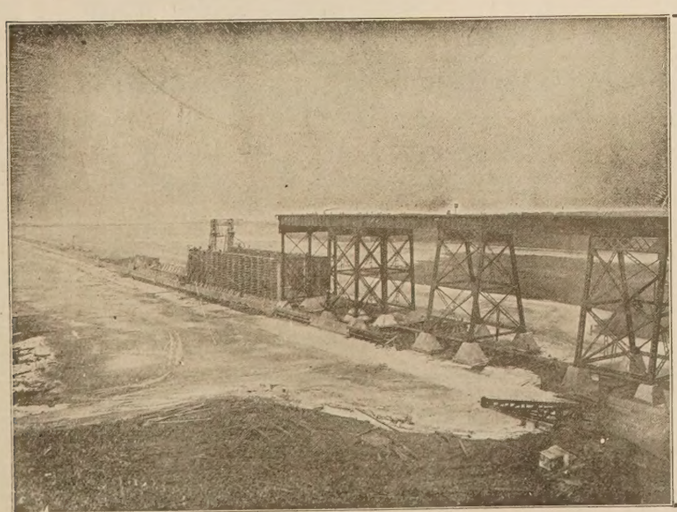


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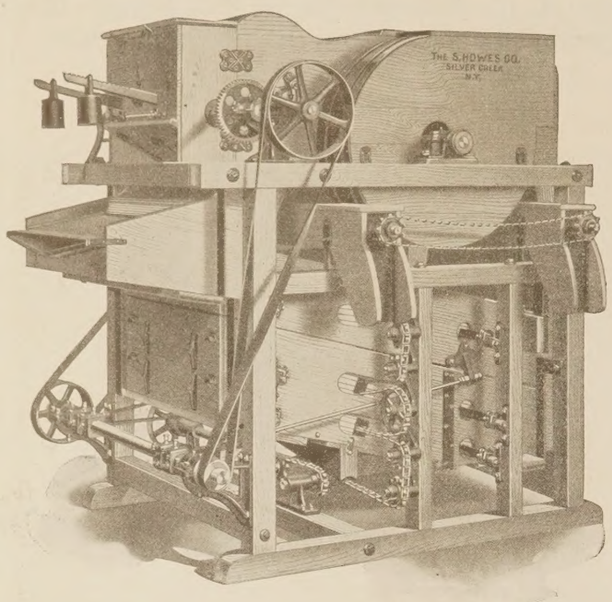
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The Eureka Four Sieve Special Automatic Grain Separator

America's Most Efficient Cleaning Machine

Equipment includes self-oiling bearings, disc-oiling eccentrics, and automatic sieve cleaners. The Eureka is provided with four wide sieves and two suctions.

We manufacture machines for separating, classifying and grading all varieties of grains, cereals, seeds and their by-products.

Descriptive Catalogue Free

THIS MACHINE

WILL SAVE SO MUCH MONEY FOR YOU THAT YOU'LL BE ABLE TO

BUY MORE LIBERTY BONDS BUY MORE LIBERTY BONDS

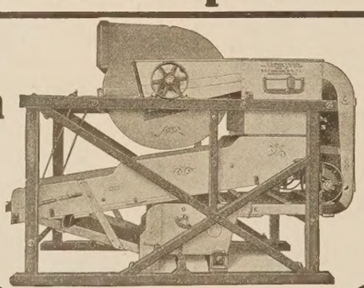
EUREKA

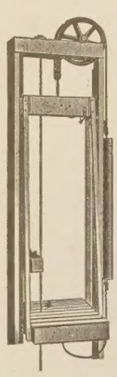
S. HOWES CO.
INC.
SILVER CREEK, N. Y.

EUREKA

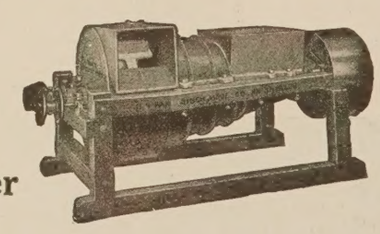
"Constant" Machines will help Win the War—They Save

U. S. Grain Cleaner





The Constant Safety Ball-Bearing Man-Lift



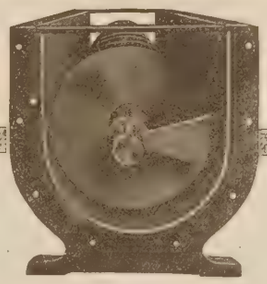
U. S. Corn Sheller

3 machines that should be in every Grain Elevator.
Write or wire your needs—we can make prompt shipments

OUR TALKING POINT:
The Steady Increase in Sales in all "Constant" Lines

Everything for the Grain Elevator. : : General Catalog Mailed on Request

B. S. Constant Mfg. Co. - - Bloomington, Ill.



Section of Old Style Flight

Section of Helicoid Flight

HELICOID

Helicoid conveyor has a stronger flight and a heavier pipe than the same diameter of old style conveyor, and

Helicoid flight and pipe are put together so they support and strengthen each other.

Helicoid flight has a shovel edge. Other has blunt edge.

Helicoid flight is one continuous strip of metal end to end of pipe. Other is short sections lapped and riveted together every turn or half turn around the pipe.

Helicoid is a smooth, nicely-balanced spiral, and has no joints to wear out and open up.

Helicoid requires fewer repairs, and less power to drive it.

Helicoid costs no more than inferior kinds of conveyor; it's all-round satisfaction at the same price.

Caldwell

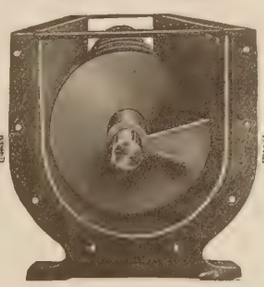
Helicoid

Ask about our Steel Conveyor Boxes, too.

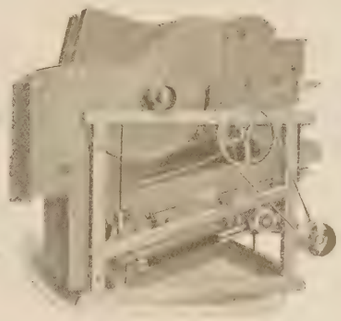
H. W. Caldwell & Son Co.

17th St. and Western Ave., Chicago

Dallas, Texas:
711 Main St.



New York:
Fulton Building
Hudson Terminal
50 Church St.



This Separator Is Reliable

In other words, it is efficient because in it, are perfected the principles which must be in the finished Cleaner.

It has become the standard by which other makes are gauged. When you add the contemplated Separator

LOOK THIS UP

Invincible Grain Cleaner Company

Dept. 1 Silver Creek, N. Y.

YOUR DUTY TO OUR SOLDIERS
BUY LIBERTY BONDS

BUY MORE
LIBERTY BONDS

Stern, Costly Facts

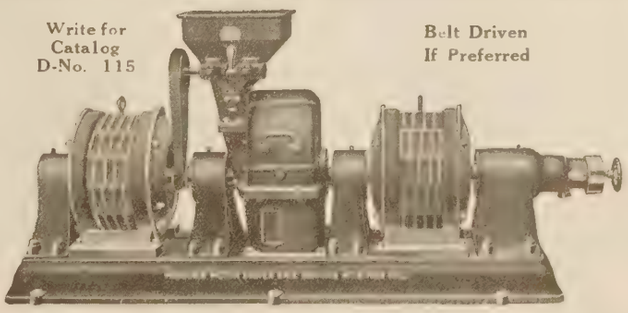
Are the little daily losses in time and lubricant; the repair stops and expenses; the trouble caused by uneven grinding and the maintenance bills of a babbitt bearing, out-of-date feed grinder.

We ask, as a plain business proposition, which would pay you better, to ignore these losses, which, in the aggregate, soon amount to a substantial sum of real money, or to protect yourself permanently from such loss by investing in

The Monarch Ball Bearing Attrition Mill

Write for Catalog D-No. 115

Belt Driven If Preferred



The Monarch is never careless, heedless or inattentive to business.

Ball bearings practically eliminate friction, institute perfect and permanent tram, chase away power and lubricant losses, and inaugurate and continually safeguard uniform grinding.

The mission of this mill is to protect your profits; not by the grace of luck, but by inbuilt, original features which never cease to exist.

SPROUT, WALDRON & CO.

Main Office and Works, MUNCY, PA. P. O. Box 320

Chicago Office: No. 9 South Clinton Street

"Wheat Will Win War"

Therefore Protect It by Using

CLARK'S Chicago Metal Dust Collector

Reduce Fire Hazard to the Minimum—All Meta Construction—No dust escaping in Mill or Elevator Building.

Why use the old style Bulky Cyclone? 98% Efficiency Guaranteed—The Last Word in Dust Collectors—Reasonable in Price—Special Systems for Grain Elevators.

Write for New Circular and Particulars



The Clark Dust Collecting Co.

Dust Collecting Engineers

Fisher Building Chicago, Ill.

Tropical

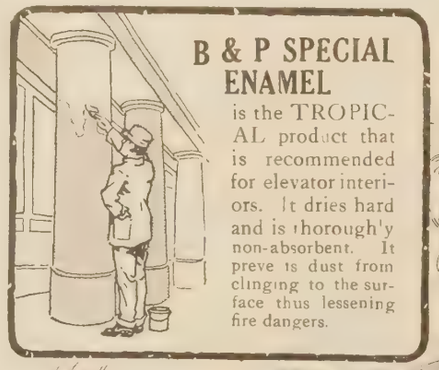
The Tropical Institution is not satisfied with producing merely good paints. The ideal of Tropical is paint perfection. Every year Tropical is coming nearer to realizing that ideal. No matter how good the Tropical products may have been last year, it is our aim this year to make them even better. Conscientious service is the keynote of Tropical success.

For Outside Painting Try TROPICAL Elastikote

Out in the open where it has to bear the brunt of storm and sun is where paint is put to the test. There is no stronger proof of the durability and high quality of Tropical paint than the fact that it is used on elevator exteriors from coast to coast.

TROPICAL ELASTIKOTE is not only absolutely reliable but it also presents an attractive appearance. Consequently, it meets with the unqualified approval of elevator men. The Tropical Institution stands back of TROPICAL ELASTIKOTE and guarantees its unvarying high quality. It is supplied in 16 different shades. Because it does away with the necessity for frequent and expensive repainting, TROPICAL ELASTIKOTE is the most economical exterior paint on the market.

Tropical Paint & Oil Co
CLEVELAND, OHIO



B & P SPECIAL ENAMEL
is the TROPICAL product that is recommended for elevator interiors. It dries hard and is thoroughly non-absorbent. It prevents dust from clinging to the surface thus lessening fire dangers.

COUPON
TROPICAL PAINT & OIL CO.,
CLEVELAND, O.

Gentlemen:
Send us complete details about:

(1) TROPICAL Elastikote. Surface to be covered _____ sq. ft.
(2) B & P Special Enamel. Surface to to be covered _____ sq. ft.

Name _____
Address _____
Inquirer _____

The Drives That Make Good and Stay Good. Not Dependent on Oil Bath for Service and Durability.

Morse Rocker Joint Silent Chain Drives

LARGE POSSIBILITIES OF REDUCED TRANSMISSION COSTS ARE OPEN TO THOSE WHO WILL INVESTIGATE MORSE DRIVES—MADE RIGHT, PROVIDE MAXIMUM DURABILITY AND EFFICIENCY.

Watch Your Cost Account!

The more severe the duty the more need of **"MORSE"**—the perfect, durable, positive transmission, with 99 per cent efficiency.

Morse Drives have great mechanical strength. Made of the best material available and with the perfection of modern cost manufacturing methods, assuring 100 per cent overloads.

Loss of speed with higher production costs and shut downs are expensive. Faulty belt transmission is a big cost item.

Positive as Gears. Flexible as a Belt.

Deliver Full Power and Speed and Deliver RIGHT ALONG

The largest manufacturers and stock of Silent Chain Drives in the world. Consider the advantage of this and our prompt deliveries. These are vital factors of

MORSE ENGINEERING SERVICE

Our engineers, all specialists in the art of designing Chain Drives, are conveniently located in all the below cities, and will gladly call at your request and assist in solving any power transmission problem without obligation.

We are always glad to furnish special information pertaining to our field and welcome inquiries, whether the writer is in the market for Chain Drives or not. Feel free to write us at any time.

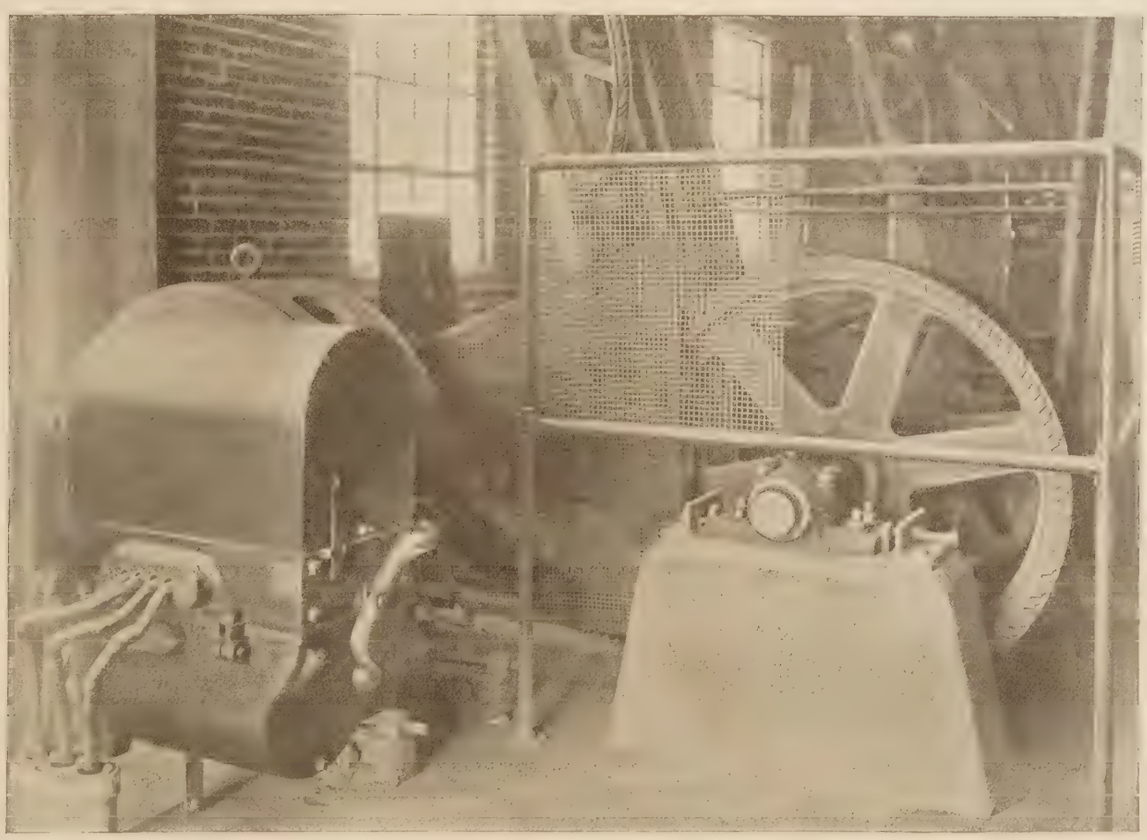
Silence Is Essential

Conserve Power

Clean Even Positive Efficient Durable

No Slipping Losses or Breakage Shut Downs

"MORSE" Engineering Service



Close Regulation Required

Unaffected by Heat Cold or Moisture

Saves Space Light Fire Risks

Only Chain Guards Desired

No Spoiled Goods

"MORSE" Engineering Service

100 H. P. Drive Soo Line Terminal Elevator
Folwell-Ahlskog Co., Engineers and Contractors

SEND FOR INFORMATION

FACTS WILL SURPRISE YOU

MORSE CHAIN COMPANY, LARGEST MANUFACTURER OF SILENT CHAINS IN THE WORLD ITHACA, N. Y.

Morse Engineering Service ADDRESS NEAREST OFFICE *Assistance Without Obligation*

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CLEVELAND, OHIO.....421 Engineers Building
DETROIT, MICH.....1003 Woodward Avenue
GREENSBORO, N. C.....805 Ashboro Street
NEW YORK CITY.....50 Church St., Hudson Terminal Bldg.
PITTSBURGH, PA.....Westinghouse Building
SAN FRANCISCO, CAL.....Monadnock Building

ATLANTA, GA.....Earl F. Scott, M. E., 702 Candler Building
CANADA.....Jones & Glassco, Regis'd. Montreal, St. Nicholas Bldg. Toronto, Traders' Bank Bldg.
KANSAS CITY, Mo.....Morse Engineering Co., R. A. Long Bldg.
MINNEAPOLIS, MINN.....Strong-Scott Mfg. Co., 413 Third St. S.
ST. LOUIS, MO.....Morse Engineering Chemical Building
LICENSEES FOR EUROPE.....The Westinghouse Brake Co., Ltd., 82 York Road, King's Cross, London, N.

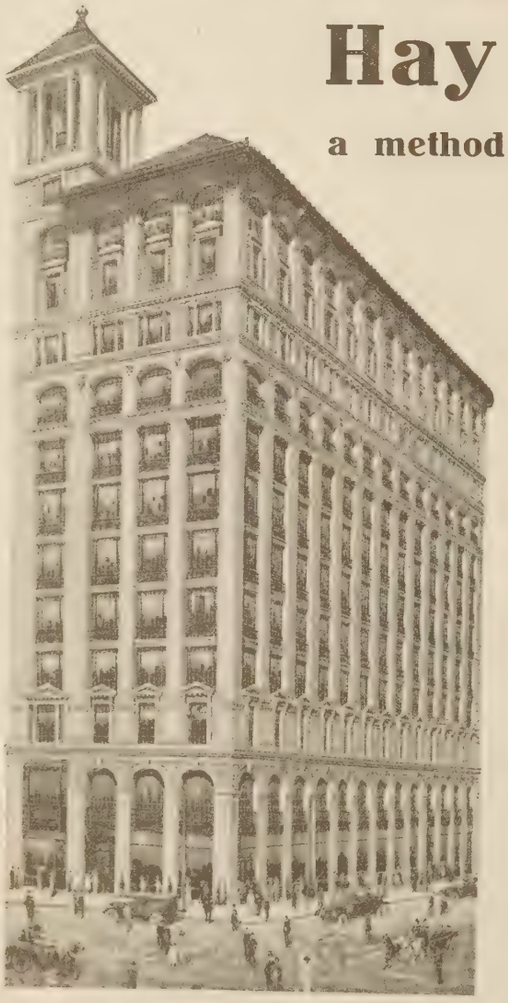
CINCINNATI'S

Hay Receipts Increase 100%

The hay receipts in the Cincinnati market during the last six months have increased over 100% due to the adoption and operation of the new

Hay Plugging System

a method of inspecting each and every car handled in this market



GWYNNE BUILDING
New Home of the Cincinnati Grain & Hay Exchange.

Best for the Shipper
Best for the Buyer

The plugging method of car inspection makes it possible to sell hay on its merits, or feeding value, and is the surest and safest for country shippers to depend on. It also gives the buyer full assurance as to the quality and grade of hay he is purchasing.

It is Cincinnati's endeavor to serve the trade to its entire satisfaction, always, and to this end the Grain and Hay Exchange leased four tracks on Front Street from the L. & N. R. R. at a high annual rental, for the purpose of plugging and inspecting each and every car of hay handled in Cincinnati. These tracks will accommodate over 100 cars.

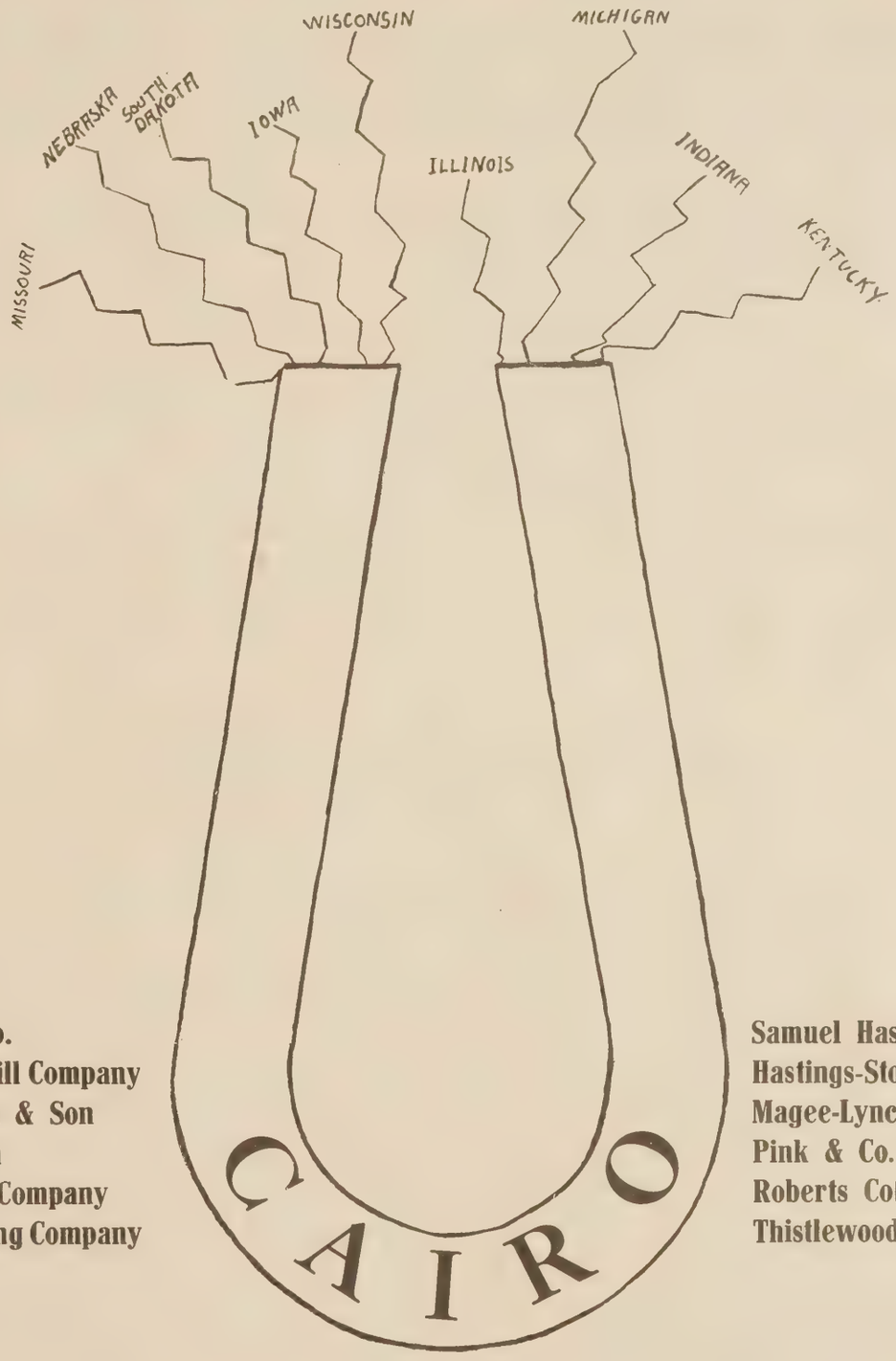
This improved method of car inspection assures the shipper and buyer of hay a true, honest inspection and a true, honest price on every car of hay received and shipped at this market. When the car is sold no appeal for re-inspection is permitted.

Cincinnati is the logical gateway to the South and East, which, together with the splendid local demand, makes it a most profitable market for shippers and buyers of hay.

When shipping or buying that next car of hay try any of the following firms of the

Cincinnati Grain & Hay Exchange

Blumenthal, Max
Brouse-Skidmore Grain Co., The
Cincinnati Grain & Hay Co., The
Cleveland Grain Co., The
De Mollet Grain Co.
Dorsel Co., The
Early & Daniel Co., The
Ferger Grain Co., The
Fitzgerald Bros. Co., The
Gale, A. C., Grain Co., The
Gowling, Alfred
Granger, Dan B., & Co.
McQuillan & Currus
Maguire & Co.
Mutual Commission Co., The



H. S. Antrim & Co.
Cairo Elevator & Mill Company
Chas. Cunningham & Son
W. G. Cunningham
Halliday Elevator Company
H. L. Halliday Milling Company

Samuel Hastings Company
Hastings-Stout Company
Magee-Lynch Grain Company
Pink & Co.
Roberts Cotton Oil Company
Thistlewood & Co.

Good Service — Central Location — Quick Returns

Courteous Treatment—Best of Facilities—Official Weights and Inspection

Cairo Board of Trade

CAIRO, ILLINOIS

DO YOUR BIT

Food will win the war–Don't waste it

We as a nation are face to face with a tremendous problem, that of winning a world war. Your country needs your assistance and asks you to conserve the food supply. A bushel of grain lost cannot be replaced at any price. It asks you to eliminate all food losses for upon the grain men depends the prompt and efficient handling of the most important food commodity, **grain.** Then, too, the elimination of losses results in greater profits to you.

Are you prepared to get your grain to the terminal markets without scattering some along the road bed? With the scarcity of cars grain shippers are obliged to use all classes of cars regardless of their condition, therefore it is your patriotic duty to see that all cars loaded with grain are made leak proof and protected while in transit. Remember

Kennedy Car Liners
Stop Grain Losses in Transit
Help You Accumulate Greater Profits

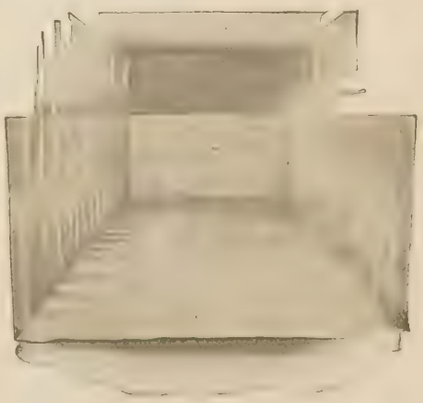
Kennedy Car Liners afford you the most advantageous, inexpensive and yet most efficient method of preventing transit leakage. They are readily installed and save you time coopering cars, especially when you are busiest. Every Kennedy Car Liner is an insurance policy providing the greatest protection at least cost. They are made in various types suitable for all classes of leaky cars, and consist of

Kennedy Standard Liners for cars in general bad order.

Kennedy End Liners for cars with defective ends and corners.

Kennedy Grain Door Liners furnish protection at the grain doors, the paper being so reinforced as to be securely effective. Shippers readily become accustomed to using these liners and the time saved in patching an old car is alone worth the price of the liner.

Write us and we will tell you how the majority of grain shippers all over the country have adopted our system of protection and saved more than many times the cost of liners.



By Using Kennedy Car Liners You Actually Stop Your Losses

Preparedness Your Watchword

Do not wait until a bad order car is offered you for loading but order an assortment of these liners at once and thus be prepared for any emergency. That next leaky car may cost you more than a dozen liners. We are ready to make prompt shipment.

The Kennedy Car Liner & Bag Co.

SHELBYVILLE, INDIANA

THE REGULATIONS

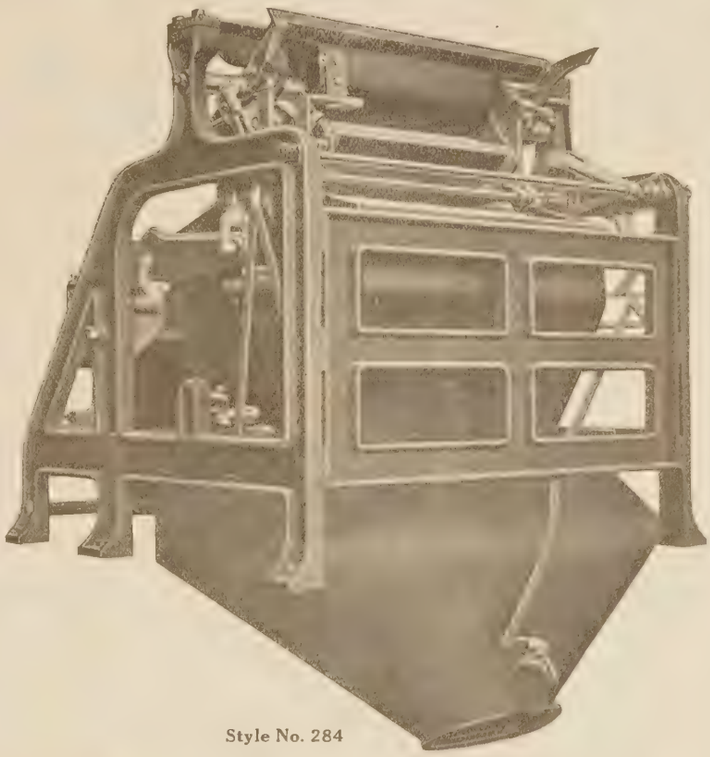
of the U. S. Food Administration makes imperative an accurate Weight of all grain going in and out of elevators, and the lately passed Net Weight Law requires all commodities in interstate commerce to be marked with the exact net weight.

Automatic Grain Scales

are built in various sizes and equipped with a register which records every weighing. They are adapted to the work required, and the capacity varies according to size of bucket. The best results and highest efficiency are accomplished by the simplest means. U. S. Standard Weights used.

Fully guaranteed. Our policy is to fulfill the just expectations of purchasers of our machines.

Write for our Catalog



Style No. 284

AUTOMATIC WEIGHING MACHINE COMPANY

Main Office and Factory

134-140 Commerce Street Newark, N. J.

Beall WAREHOUSE AND ELEVATOR SEPARATORS

THE MARK OF QUALITY

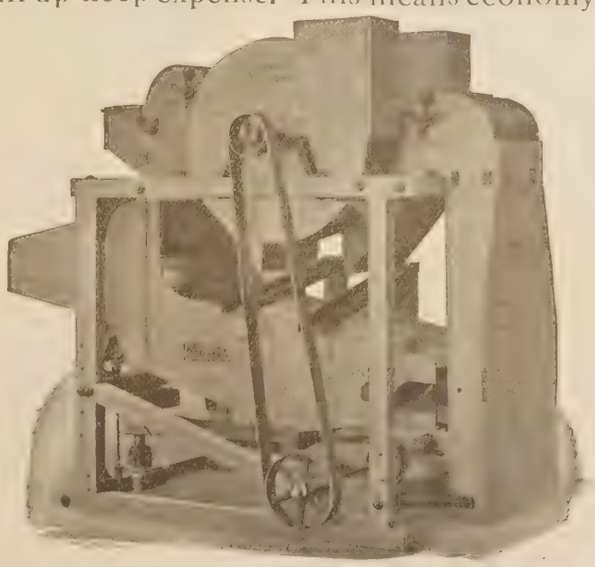
ARE DISTINCTIVE FROM ALL OTHERS.

By installing them in your plant you do away with all up-keep expense. This means economy as well as efficiency.

Separators are vitally important in elevators today, but only a reliable separator will give satisfactory service.

BEALL SEPARATORS are not a makeshift and you can place your confidence in them to permanently give satisfaction under all conditions.

Write for Our Booklet



Built in ten sizes

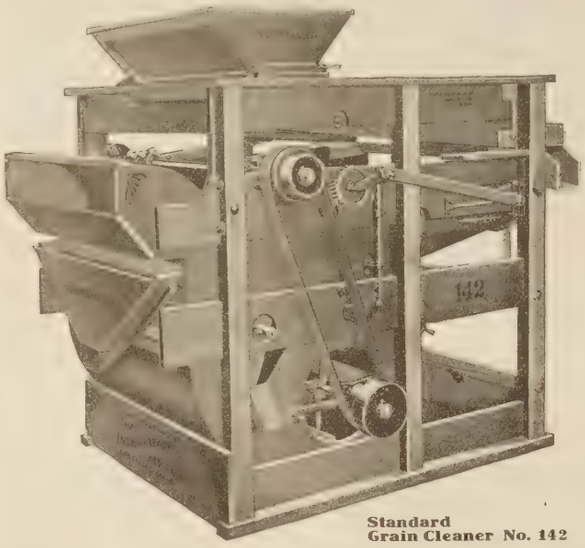
THE BEALL IMPROVEMENTS CO.

(Incorporated)

DECATUR, ILLINOIS

These Standard Cleaners in Your Plant This Year Will Solve Your Cleaning Problems and Assure Standard Goods

THIS No. 142 Standard Grain Cleaner is especially valuable as a small receiving separator, requires little power, is easy to install, is a moderate-priced machine, **will make your wheat grade equal to any** and **better** than many, and is an example of war-time economy. It contains valuable improvements, fully protected by patents, and should form part of the equipment of every grain elevator.



Standard Grain Cleaner No. 142

The height of efficiency in handling every variety of field seeds or seed grain is attained with this modern No. 132-B Standard Seed Cleaner. It requires no millwright to install. Simply place level and attach the drive belt—which is an item to consider under present conditions. We assure you results second to none, proving it a necessity in every seed house.

Write today for our illustrated booklets before deciding on your new equipment. It will mean money in your pocket this year.

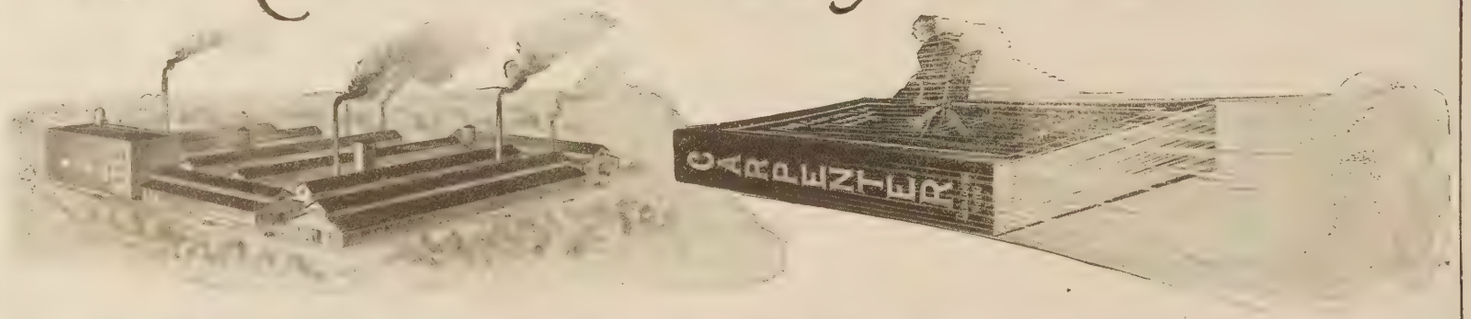


Standard Seed Cleaner, No. 132-B

International Mfg. Co.

Crestline - - Ohio

To Market in Sixty Seconds



These are abnormal times; your usual sources of supply are crippled. Yet your needs are much the same as in normal buying seasons. Our 1100-page Catalog will be a friend, indeed—a real buyer's help. It is yours on request. Send for it now; it will simplify your buying problems. Address Dept. 23.

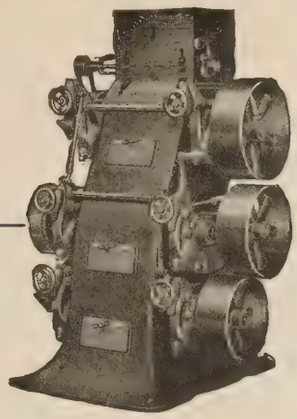
Ship Builders' Equipment and Tools
Carpenter Tools
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Contractors' Equipment
Mill Supplies
Well Diggers' Tools
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Plumbers' Supplies
Roofers' Supplies
Paving and Cement Finishing Tools
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Grain Elevator Supplies
Hoisting Engines
Pile Drivers
Air Compressors
Pipe Fittings
Fire Fighting Equipment

Rubber and Oiled Clothing
Cotton Duck
Marine Equipment and Hardware
Boilers
Engines
Derricks
Winches
Chain
Pipe
Bolts
Screws

Nails
Nuts
Paints
Oils
Cordage
Belting
Packing
Hose
Tents
Awnings
Flags
Pumps

GEO·B·CARPENTER & CO 440 NO. WELLS ST. CHICAGO



You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.
If you haven't got it we will send it on request.

Everything for the Modern Mill

Nordyke & Marmon Co.
INDIANAPOLIS, IND.
Established 1851
"Food Will Win the War"

Ask for Catalogs on any Equipment you need

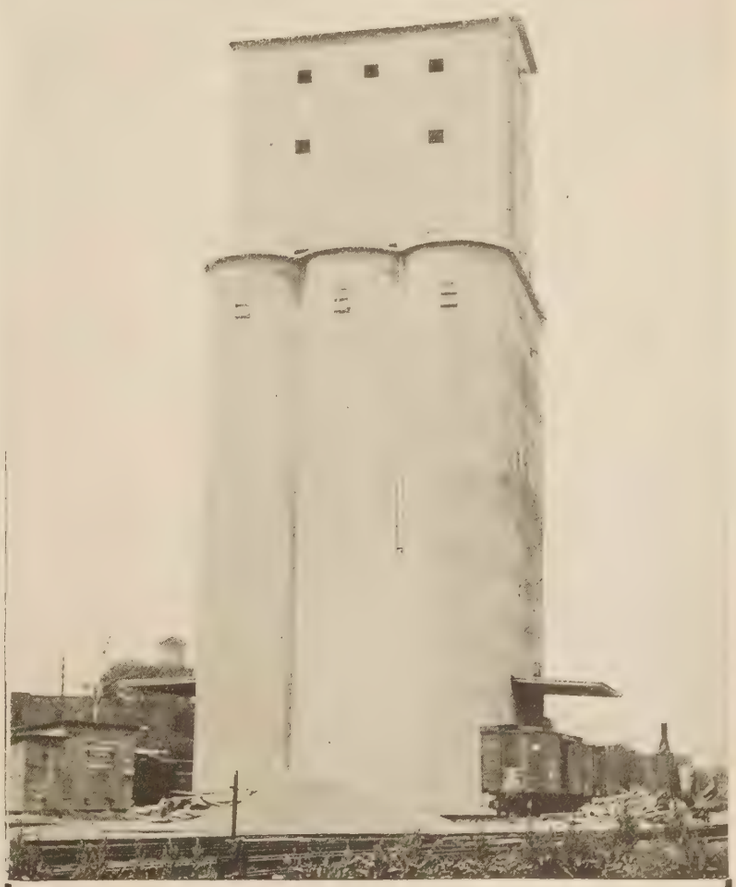
America's Leading Mill Builders

The Golden Belt Grain and Elevator Company

Grain Merchants

Public Storage and Handling

Buyers and Sellers of All Kinds of Grain

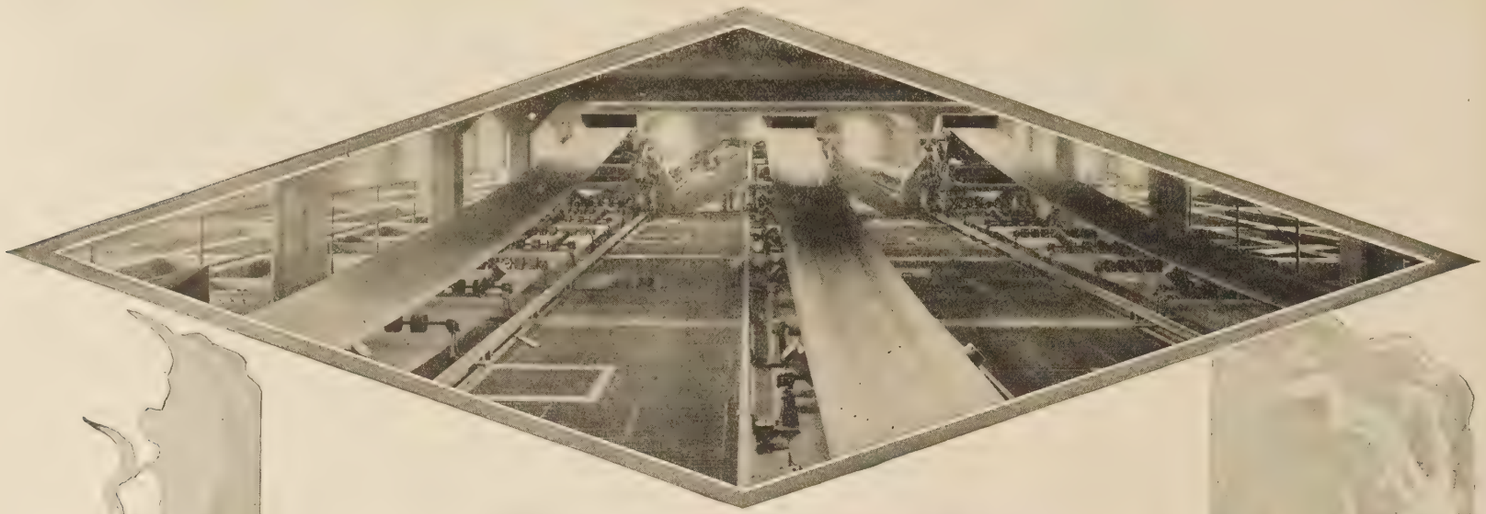


WE have just completed this new 250,000-bushel fireproof public elevator and equipped it with the most modern machinery from corn sheller to drier. We solicit your business and guarantee promptness and satisfaction in the handling of same.

OFFICERS:

JOHN F. JONES, President
C. L. HARDMAN, Vice-President
F. D. SPERRY, Treasurer
E. J. SMILEY, Secretary

TOPEKA, KANSAS



America Demands Utmost Efficiency in Field, Farm and Factory

YOUR plant must keep pace with war-time demands. Your belts must combine utmost service with economic investment.

Economy lies not in low purchase price but in high service efficiency and long life. Your belts *must* be high quality and harbor no interruptions in these vital times.

Just as the tractor has proved its ultimate economy, labor saving, and greater production, so Diamond Grain Belts have demonstrated absolutely that it is far better to buy grain belts for service quality and long life rather than for low first price.

In the most efficient elevators over the entire country we can point you to Diamond service records. No Diamond Grain Belt has yet failed to pay for itself with interest. And Diamond Belts are economically priced!

The Diamond Rubber Co.

(Incorporated)

Makers of Diamond Tires and Tubes **Factories: Akron, Ohio**

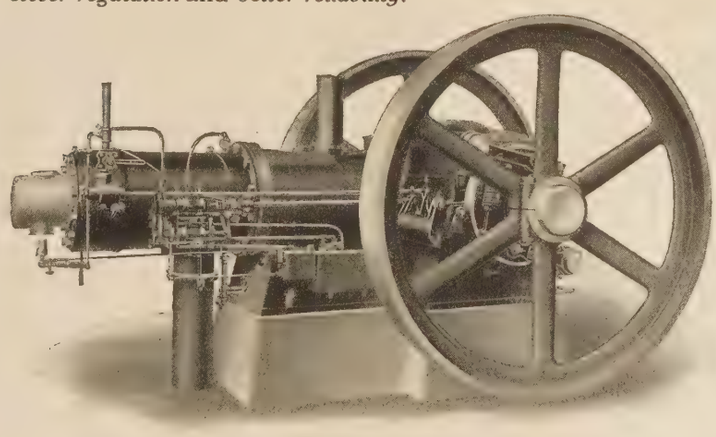
Diamond
GRAIN ELEVATOR BELTS



A *Muncie* Is Adapted to All Your Needs

Muncie Oil Engines have been in successful use for over ten years insuring *efficiency* and *economy* wherever installed. It is just the engine for a small elevator just starting, an elevator that has been losing money, a growing plant needing auxiliary units of 125 H. P. or less, a plant that wants to operate at one-half the cost.

A Muncie Oil Engine will save money on *fuel, labor, repairs* and *shut downs* and secures *more power, steadier power, closer regulation* and *better reliability.*



We have spared no money or time in perfecting our engines known as the

Money Making Muncie Oil Engines

They operate on the very cheapest of any grades of fuel oil or crude oil, which are cheaper, easier to get, give more power, are less dangerous and do not evaporate. You can operate a 50 H. P. Muncie Oil Engine for one hour at full load on five gallons of oil. The up-keep and attendance costs practically nothing. Made in sizes up to 125 H. P.

Buy a Muncie and handle your share of the bumper crop ahead more efficiently and economically than before.

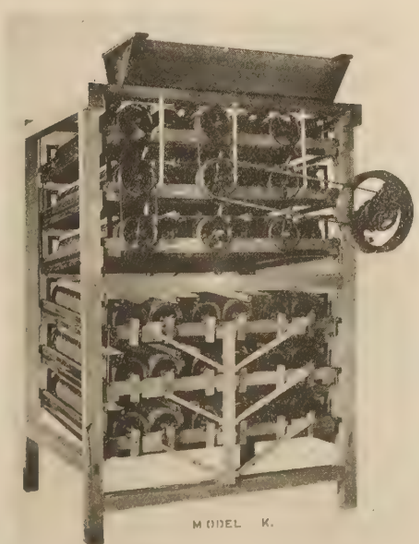
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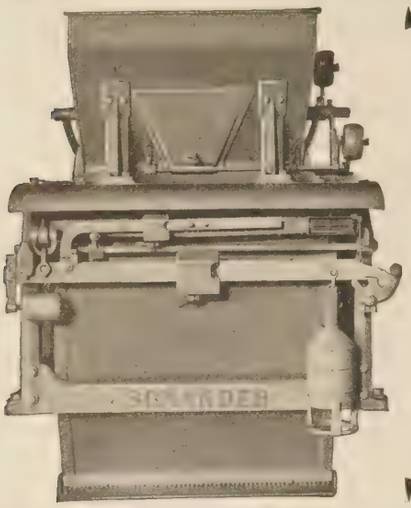
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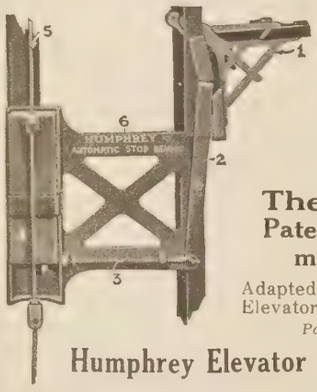
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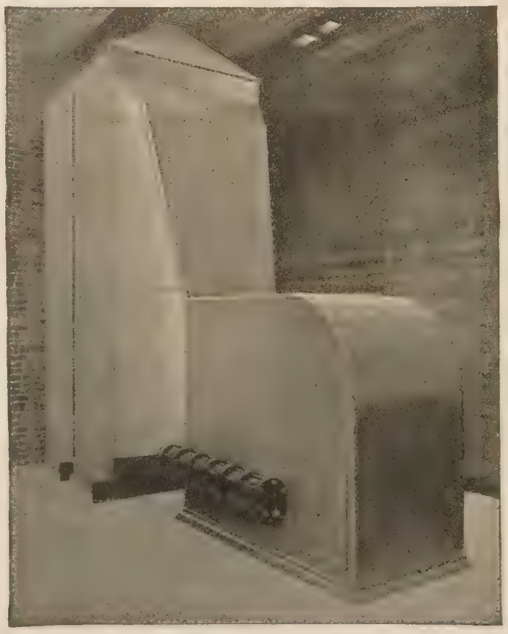
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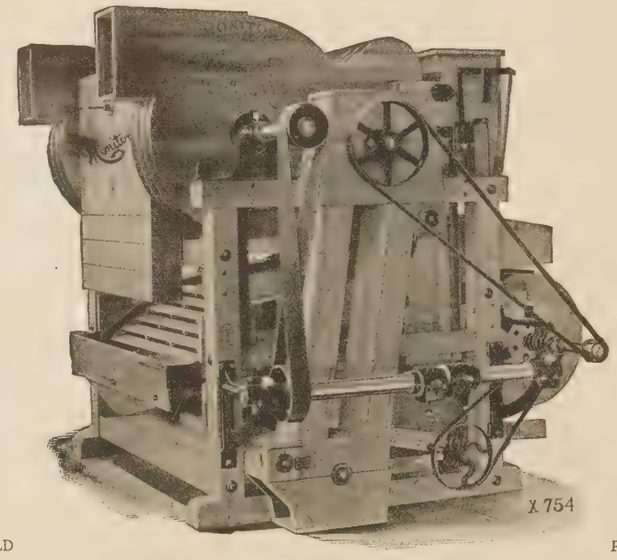
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Established in 1882.

THE AMERICAN ELEVATOR AND GRAIN TRADE

Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

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Established in 1882.

VOL. XXXVI. CHICAGO, ILLINOIS, JUNE 15, 1918 NO. 12

New Wheat Storage Elevator in Wisconsin

Elevator of New Richmond Roller Mills Company Embodies All Modern Features in Construction—Capacity of 150,000 Bushels in Workhouse and Bins—Electric Motors Furnish Power

GRAIN elevators are no longer in the empirical stage. On the contrary, the building of this class of storage has advanced to such an extent that it can be said to have a place in the exact sciences. There are no conditions to be met with today, that our present quota of leading grain elevator builders are not able to solve to the best possible advantage. The grain elevator owner therefore, in this age of scientific housing of grain, may have the assurance that his grain elevator for housing, cleaning or forwarding purposes, is perfect from a human ingenuity standpoint. This should be, and probably is, a matter of great satisfaction to the individual or firm that embarks in the present important and patriotic business of grain handling and thus becomes a factor in economical food conservation. This latter result can only be achieved by having adequate, complete and scientific facilities for the buying, cleaning, handling and marketing of grain products.

A grain elevator that fully measures up to the foregoing description is shown in our illustration. It is located at New Richmond, Wis., in a territory whose natural advantages afford the yearly assurance of bounteous crops, and is owned and operated by the New Richmond Roller Mills Company of that city. Primarily it serves the purpose of housing the grain for this firm's new, large and finely appointed mill but it likewise plays an important part in the handling, cleaning and forwarding of grain. It was built by the Folwell-Ahlskog Company of Chicago.

The railroad facilities for the property are excellent. The vast acres grown to Northern spring wheat and other grain are tributary to the elevator by means of the "Soo" Line Railway which passes on one side of the house and the Chicago, Minneapolis, St. Paul and Omaha Railroad which traverses the other. In size, the head house is 30x30 feet with height of 115 feet not including a 10-foot basement, and is built, as well as the adjoining tanks, of reinforced concrete. A full working floor supports 16 storage bins each of which is 70 feet deep, hoppered, and gives a total capacity for the work house of 30,000 bushels. Track scales are located on each of the railways, there being no scales in the elevator, and the work floor contains a No. 11 B Monitor Separator, one of the largest sizes made. There is also provision for receiving grain from wagons.

The elevator is equipped with two receiving and one cleaning leg. The distribution of grain in the cupola from the elevator heads is accomplished by means of telescope trolley spouts so arranged that grain can be spouted to any bin. A Humphrey Employes Elevator runs from the basement to the cupola.

The mill in connection with the elevator is operated by water power when there is enough water to develop all the power that is needed to drive the machines that turn out 400 barrels of wheat flour and 100 barrels of rye flour per day. When water power is lacking electricity is used. The elevator makes use of electric power entirely and is driven by separate Westinghouse motors applied direct to all the machines and elevators in the house. This source of power gives an instantaneous and flexible control difficult to attain with any other.

Adjoining the work house are 10 storage reinforced concrete bins. Each bin is 80 feet deep, 14 feet in diameter and includes 5 interstices, giving a total capacity of 120,000 bushels There is a full basement underneath the storage and cupola above. Grain is taken to the storage by conveyor belt and tripper, and is taken out by means of conveyor belt in the basement. All the elevator machinery was furnished by the Weller Manufacturing Company of Chicago.

As Wisconsin has a promise of 87,610,000 bushels of oats, 24,410,000 bushels of barley, and a large acreage in wheat and rye it is to be presumed that the elevator will be kept busy.



STORAGE ELEVATOR AND WORK HOUSE OF NEW RICHMOND ROLLER MILLS COMPANY, NEW RICHMOND, WIS.
Constructed by the Folwell-Ahlskog Company, Chicago.



ENTRANCE TO THE WATERFORD SERIES OF LOCKS



VIEW OF LAKE CRESCENT JUST ABOVE THE WATERFORD LOCKS

New York State Barge Canal Opened

Waterway Costing $150,000,000 Has Carrying Capacity for 10,000,000 Tons of Freight Annually—Must be Utilized to Maximum Capacity

BY ELMER M. HILL

NEW YORK State's new $150,000,000 Barge Canal connecting Lake Erie at Buffalo with the Hudson River near Albany was opened for navigation May 15. It is the connecting link between the Great Lakes and the Atlantic Seaboard and is the longest, most costly and most valuable artificial waterway built by any state in the country and is comparable only to the Panama Canal.

The completion of the new Barge Canal will mark the beginning of a new period of ship construction on the Great Lakes, for within the next year a new type of vessel will be evolved which will load grain at the head of Lake Superior and Michigan and discharge its cargo at New York City or other Atlantic Coast ports without unloading and transshipment at Buffalo.

Plans are now being made for the construction of a large fleet of 1,000-ton barges to be used in the grain carrying trade. Fleets of these boats will be loaded at Duluth, Superior, Chicago and Milwaukee and they will be brought down the lakes to Buffalo, go via the Barge Canal to the Hudson River to the Atlantic Seaboard without change.

The new New York State Barge Canal is probably one of the most unique canals in the world. It is an evolution of the old Erie Canal built more than four score years ago by DeWitt Clinton. This little waterway across the state helped to carry millions of bushels of grain and other products between Buffalo and the seaboard. Horse-drawn canal boats were used for generations and, realizing that there was urgent need for a larger waterway across the state, the legislature appropriated $100,000,000 for a new 1,000-ton Barge Canal. Years have been taken to build the canal. Difficulty was encountered at points along the channel. An additional appropriation was required and after a long series of delays, the enlarged channel was opened for the first time on May 15.

The canal is built almost entirely of concrete. The new channel does not always follow the line of the old waterway and at points along the route of the stream it is several miles removed from the original channel. At other points along the channel the stream is above ground, the walls of the channel being supported by concrete embankments. At other points along the stream, roads are built under the canal.

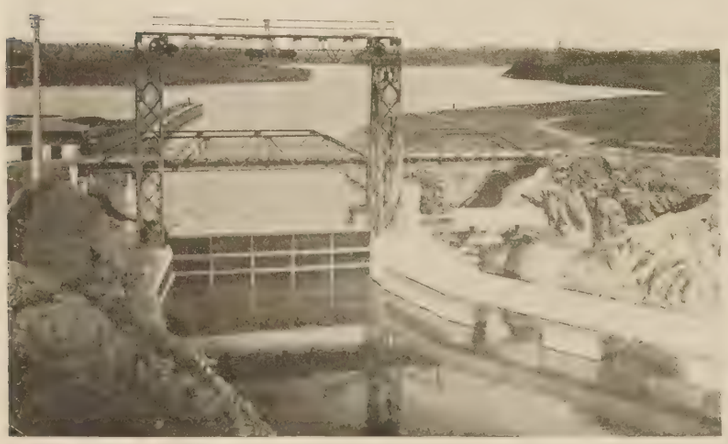
Between Buffalo and Albany, the first series of locks is encountered at Lockport, about 25 miles east of Buffalo. Here are the Lockport Locks. The new modern shiplock replaces a series of small wooden locks and the work of constructing the new concrete drop occupied many years. The new lock facilitates the movement of boats through the channel by almost one day's time.

The New York State Superintendent of Public Works figures that the railroads of the country haul on an average of 18 tons of freight per person every year. The per capita cost of this traffic is figured at close to $30. Measured on this basis, the new state waterway with its 10,000,000-ton capacity can serve the requirements of 500,000 persons annually. The canal rates are generally 80 per cent of the rail rates. With a $30 per capita transportation tax and the ability of the canal to serve 500,000 people at 20 per cent less than rail costs, it follows that the operation of the canal at its maximum capacity will directly benefit the public to the extent of fully $2,000,000,000 a year, besides the indirect advantages resulting from a great freight movement through the state.

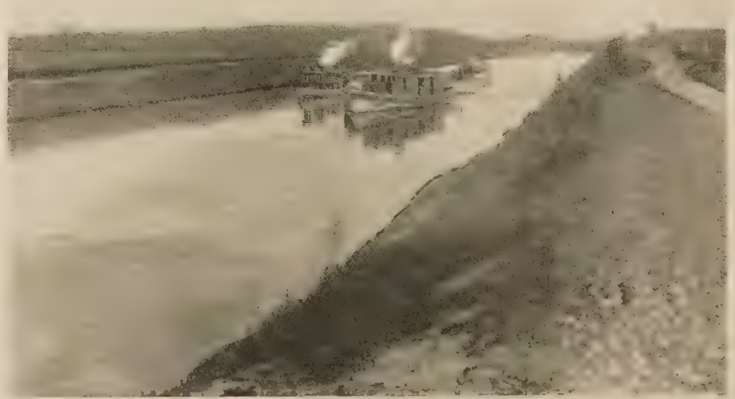
Another important feature of the canal is the fact that with the advent of the new 1,000-ton barges operating directly between the upper lakes and the Atlantic Seaboard with cargoes of grain, very little grain will be moved through the Welland Canal to Lake Ontario and from there through Canadian channels.

Along the route of the canal, the stream connects a series of small lakes and other streams. One of these is Lake Crescent. One view on this page shows Lake Crescent from the guard gate just above the Waterford series of locks. This is one of the finest stretches of the whole state canal system.

Another view, not on the Barge Canal proper, but which is a part of the state canal system, is that of the Champlain branch at Stillwater. A view is shown at the Waterford Locks at Lake Crescent. This is one of the new type of lift gates, rather than the swinging gates like those in use at Lockport and other points along the canal. The view showing the Little Falls Lock indicates the general type of



UPPER GUARD GATE AT LAKE CRESCENT



CHAMPLAIN BRANCH ABOVE STILLWATER LOCK

canal lock used along the canal and the close view of the gate at this lock indicates the type of gate used, This lock at Little Falls has a lift of 40½ feet and is one of the highest single lift locks in the world. This gate is also of the lift type and is raised and lowered instead of being swung back and forth.

Last year 177,000,000 bushels of grain were received at Buffalo for reshipment to the Atlantic Seaboard. According to a survey made by the Government, the canal this year will probably be called upon to carry 2,000,000 tons of freight, most of it grain, from Buffalo to the seaboard. If the canal is used at its maximum capacity, the stream will release 500,000 freight cars for other service, basing 20 tons to each car.



DREDGING OPERATIONS IN THE NEW CANAL

RESPIRATION OF STORED WHEAT

The preservation of grain in storage has always involved certain difficulties. The ancients understood very well that damp grain would heat and deteriorate and constructed receptacles designed to counteract this tendency. But while the fact of heating in grain has been known from prehistoric times, it is only recently that data have been accumulated which indicate the exact effect of various factors on the rate of heating of grain and similar material. An interesting monograph on the Respiration of Stored Wheat has been published in the *Journal of Agricultural Research*. The authors are C. H. Bailey, cereal technologist, and A. M. Gurjar, assistant in agricultural biochemistry, both of the Minnesota Agricultural Experiment Station. Prof. Bailey, besides other important work, has published articles on the Handling and Storage of Spring Wheat and the Moisture Content of Heating Wheat.



SOME OF THE WATERFORD LOCKS



THE LITTLE FALLS LOCK

Respiration is briefly defined as the release of energy through the biochemical oxidation of organic compounds as accelerated by certain enzyms. Carbon dioxid and water are the characteristic chemical end products. It has long been known that respiration was accompanied by the disappearance of oxygen. The monograph proceeds with a scientific discussion of all phases of the subject, as to the material oxidized in respiration, when the respiration takes place, the rate of respiration, the relation of the relative plumpness of the wheat kernel to the rate of respiration, the per cent of dampness as influencing the rate of respiration, etc. We need only in this connection summarize the principal conclusions:

Deductions from the investigations of Messrs. Bailey and Gurjar support the findings of earlier investigators that spontaneous heating in damp grain is occasioned by the biological oxidation of dextrose and similar sugars chiefly in the germ or embryo of the kernel.

Moisture is one of the determining factors in respiration. It establishes the comparative rate of diffusion between the several kernel structures. Any gain in the moisture content of the kernel accordingly increases the rate of diffusion and, simultaneously, the rate of respiration. The increase is gradual and fairly uniform until the moisture exceeds 14.5, in the case of plump spring wheat, when it is markedly accelerated.

Density of the wheat kernel generally parallels the gluten content. Gluten possesses the property of imbibing more water than starch, and thus varying percentages of gluten result in varying degrees of viscosity at the same moisture content. The relative viscosity affects the rate of diffusion and this in turn directly affects the rate of respiration. The soft, starchy wheats thus respire more rapidly than hard, vitreous wheats containing the same percentage of moisture.

Plumpness of the wheat kernel affects the rate of respiration, as shown by contrasting plump and shriveled grain. The shriveled wheat respired two or three times as much as did the plump wheat at moisture contents above 14 per cent. At percentages of moisture below 14 per cent the difference is not very marked. The high acceleration in shriveled wheat containing more than 14 per cent of moisture is attributed to the higher ratio of germ to endosperm and hence the larger percentage of enzym to substrate as compared with plump wheat.

The period of dampness, that is, the length of time the excess moisture has been present in the wheat, bears a relation to the rate of respiration. This is shown by comparing the respiration of freshly dampened wheat with that of naturally damp grain and with grain that has been dampened and stored for varying lengths of time. The curve of respiration diverges from that of freshly dampened wheat when the moisture content exceeds 12 per cent, and this divergence is more marked after 13 per cent of moisture is reached.

In the case of wheat dampened and stored, the quantity of carbon dioxid respired varies directly with the number of days the wheat remained in storage. The temperature at which the grain is stored affects the rate of diastatic action, thus increasing the quantity of substrate available to the respiratory enzyms. This is indicated by the greater rate of respiration of wheat stored at room temperature than that stored at the outdoor temperature during the winter months.

Unsoundness of wheat caused by the freezing of the unripe plant results in higher respiratory activity in the threshed grain. This was shown by comparing moderately and badly frosted wheats with sound wheat. The frosted wheat respired more vigorously than the sound wheat. This was attributed to the arresting of the synthetic processes on freezing, and subsequent activities of the hydrolytic enzyms on thawing of the frozen wheat.

Increasing temperatures accelerate the rate of respiration until 55 degrees centigrade is reached (131 degrees Fahrenheit). As the temperature rises, the diastatic action upon starch increases. A point is reached, however, at which the enzym activity diminishes.

Respiration is reduced in an oxygen-free atmosphere, the ratio to that occurring in a normal atmosphere being about 1 to 2.5.



LOWER GATE OF LITTLE FALLS LOCK
This Is the Highest Single Lift Lock In the World.

MOVING GRAIN BY MOTOR TRUCKS

One of the most significant movements of the times is the development of motor traffic. As yet the elevators of the country have not given the autotruck much attention, but for those crops which are consumed locally the near future will see a marked progress in their transportation to intercounty and interstate points by truck, instead of the longer haul by railroad. When roads are in a condition to haul heavy trucks and trailers economically, the movement is bound to develop in all the grain producing centers.

A Grain Elevator Tour in War-Time

No. 7—New Basin Elevator and Warehouse

BY JAMES F. HOBART

THERE are three public and two private elevators in and around New Orleans; the Public Service, or "Dock Board" Elevator; the Stuyvesant Docks, or "Illinois Central"; the Westwego" and the "Chalmette." All the above, you have read about in these sketches, except the "I. C." Elevator, and to tell the truth, the mosquitoes were so blamed thick that I wouldn't stand for them while untangling the "red tape" with which the entrance to that elevator was surrounded! There are sure some "skeeters" in New Orleans, so many in fact, that I fled therefrom a full month before I would otherwise have deserted the quaint old Crescent City.

The above comprise the "public" elevators of New Orleans. There are two private elevators in the city, the "Central Elevator and Warehouse Company," in the heart of the city, only a short distance from the river front, and the "New Basin Elevator and Warehouse," of modern construction, located upon the Illinois Central Railroad tracks and upon the banks of the "New Basin" by the writer, but a day was most profitably spent at the "New Basin Elevator and Warehouse," which is modern, of concrete-steel construction, and includes about every convenience known for the economical handling of grain.

The "New Basin Elevator and Warehouse" is employed continually in connection with the grain business of the Messrs. Gibbons, who are located downtown in a large city building which is completely occupied by the local business of the several brothers, each one of whom conducts a department, practically independent of the others, save when they all appear at stated meetings for the promotion of "efficiency."

The New Basin Elevator and Warehouse is in charge of F. P. Futvoye, superintendent, an old-time elevator man who has spent a lifetime in the work from Kansas City to the Gulf, and who is familiar with grain handling development since the time of 500-foot corn "ricks" to the present day. In addition to the elevator and the warehouse, the New Basin plant contains one of the most efficient and



"MAP" OF THE NEW BASIN ELEVATOR

which latter, is a canal leading from Lake Ponchartrain and with the other canals forming a network of waterways through the heart of the city, extending for many miles through both business and residential portions of the city.

These canals make it possible to see large schooners and tugs, barges and yachts passing almost through the business and residential streets, miles from river or the Gulf of Mexico, and a large schooner passing through the heart of a public park is not a rarity in New Orleans.

These canals were constructed for two purposes, and they serve both admirably. Formerly, the top of the land and the top of the water therein were but about 18 inches apart, consequently, cellars and basements are unknown in New Orleans. But since the canals have been finished, the water level has steadily fallen until there is now about 10 feet in which the elevator folks may dig holes for grain "sinks" and the cemetery folks won't have to make little hills on top of the ground for the graves!

Heretofore, most of the burial work has been in tombs built above the surface of the ground and the older cemeteries are full of them. But this would not do for members of the Semitic races, whose religion demands burial below the surface of the ground, and they can now make interments in New Orleans cemeteries without having to weight each coffin to sink it to the bottom of its grave!

THE PRIVATE ELEVATORS

In addition to the three large "public" elevators noted above, there are two "private" elevators and warehouses in the Crescent City, as stated in a preceding paragraph. The Central was not visited highly developed "sweet feed mills" which it has been the lot of the writer to visit.

GETTING IN

The first time I went to The New Basin Elevator, I got no farther than the outside of the elevator office door, which was was as smooth as the side of a fort and had neither knob or latch. Only a small keyhole was visible and I realized very forcibly indeed that none of the elevators had their latch-strongs hanging out for Fritz or his sympathizers to monkey with.

"New Basin Elevator, Taylor and Clara Streets" reads the New Orleans city directory, therefore, taking a car to the Illinois Central Railroad Station on Taylor Street, the writer "hoofed it" along the wide New Basin Canal, three-quarters of a mile to where the elevator buildings loomed far above surrounding buildings and boats.

A lighthouse tender was taking in stores just below the elevator and several schooners showed signs of activity in handling goods close by. The first sight of the elevator at close range was one of decided approval. Massive concrete construction of the fine new warehouse, its steel, vertically rolling doors, brilliant with a coat of red paint which the painters were even then applying; evidences everywhere of the highest state of constructive repair; the many flood lights which were attached to the building gave evidence of "preparedness" not only for safety, but for work and for efficiency.

The writer walked half way around the buildings which occupy a ground space of 254 by 154 feet, when, seeing no chance to visit the office, was retracing his steps toward the bunch of painters, when the knobless office door opened, and out came a man who proved to be the most affable and considerate watchman it has ever been the writer's lot to meet up with, who said: "I knew you wanted to get in the minute you came around the corner and I've had my eyes on you ever since."

A few moments conversation with this gentlemanly chap enabled me to get all the "entrance data" required, also to learn the nearer route of a street car. Then, returning to town, I was in a very few minutes put in possession of a letter of introduction to Superintendent Futvoye, said letter containing the desire of Mr. Gibbons that the writer be "shown the entire plant, including the feed mill."

A FINE VISIT

On the morrow, armed with this letter, the writer again proceeded to the New Basin Elevator, this time more by trolley and less by walk, the Clio and South Claiborne lines passing within three or four blocks of the elevator. It requires a bit of practice to get anywhere on New Orleans street cars, and a whole lot more practice when finding a car to get home with, for, owing to the very narrow streets, many of which are "one-way" streets for all vehicles, the trolley cars have to "run out" through one street and "in" through another. Therefore, once a man gets to a place, he is "all at sea" as to how he will get a car home again!

The same watchman met me at the elevator, wearing a 7 by 9 grin, and took the writer and his letter at once to Mr. Futvoye who, during all the time the writer was in the elevator, proved to be "right on the job" and far busier than the proverbial "hen with one chicken!" From 6:30 every morning, until past six each evening, Mr. Futvoye is "on the job" and the problems of grain handling and order filling which are continually being met and solved would tangle up even the noted "Philadelphia lawyer!"

"I have handled some pretty large elevators," said Mr. F, "and am pretty well acquainted with grain handling methods, both large and small, but I must say that the troubles of the manager of a small jobbing elevator are far greater than those of the big elevator man who has unlimited loading and unloading facilities, who handles grain in bulk, by the car load, while the little fellow has to load in and out small, large and multitudinous orders, with very few labor-saving appliances and conveniences to work with. It surely is the jobbing elevator which shows up what a manager has in him."

THE ELEVATING EQUIPMENT

In this elevator, there are three legs, two unloading, and one for loading out. As most of the out loading is of sacked grain, the one elevator is ample, and its duties are mostly the sending of grain to the sacking bins of which there are about 16. There are 62 storage bins in the elevator building, in addition to the sacking and the feed-mill bins.

There are no transfer conveyors in this elevator. The tower is upwards of 150 feet high, the storage bins are set high, making it possible to spout by gravity from almost any bin to either of the unloading legs, and from all of the bins up to the loading leg which stands between the two unloaders.

In case of necessity, the two mixing belts may be used for transferring. There are two 24-inch belt conveyors, placed down on the ground, as low as possible, and extending crosswise of the main elevator building. The open space above these mixing belts is very high and there is every chance to bring to either belt, nearly all the spouts from the storage bins.

THE UNLOADING ARRANGEMENTS

There are two tracks devoted to unloading, and from the unloading sinks the cars are pulled along and loaded out while upon the same tracks—something which has its advantages when it does not run against the Home Routing Law. Then, there is something doing, and something said, too!

Four cars can be spotted at the two unloading sinks which are located between and below the tracks in question. A timber has been placed across and above each sink, lengthwise with the tracks, and midway between them. Two swivel sheaves are attached to each timber and the power shovel ropes are brought down vertically to these

sheaves, thus making it possible to use the shovels at will, in cars upon either track, with no change whatever save the moving of the shovel from one car to the other.

The two car tracks above mentioned, pass directly under the body of the elevator, a portion of the lower story being devoted to that purpose. The unloading legs stand at some distance from the sinks and high-speed belt conveyors take grain from the sinks and deliver it to the legs which thus are enabled to be located well toward the middle of the elevator building and the gravity system of distribution is much improved thereby.

A SYSTEM OF SIGNALS

A pretty "safe and sane" system of elevator signals has been installed in the building. Up and down the length of each of the three elevator legs, runs a tin speaking tube and beside of each tube is a signal bell, a real "fire gong" which can be heard all over the floor upon which it may be located. There are gongs at the top and other gongs at the bottom.

When the man, either at top of the "house" or at bottom, wishes to talk to the other, he pulls one stroke and the other man, above or below as the case may be, goes to the speaking tube and replies with, "Hello." But, when the man above wants grain started, or is ready to receive, he pulls two strokes and the man below starts grain into the elevator legs.

When things begin to get complicated, upstairs, the man there will pull three strokes to the man below, who will immediately slow down on the amount of grain flowing to the elevator, thereby sending up a smaller amount until he hears two strokes again. When the bin is full or trouble occurs, four strokes will be rung by the upstairs man and the floor man immediately stops the flow of grain, no matter how little more there may be in the lot to be sent up. In this way, the "top" and the "bottom" men have a complete understanding with each other and keep the grain under perfect control.

RECORD OF BIN CONTENTS

Just outside of Mr. Futvoye's office hangs a large blackboard upon which has been painted a number of squares and figures as shown in the sketch. This is a plan of the bins in the elevator. In one corner of each space on the board, is a small circle in white, inside of which has been painted a number from 1 to 62 inclusive. It may be noted that four of the spaces are not numbered or otherwise marked, save that they are designated "Stairs," "Bleach," "Manlift," "Vent," etc.

The appliances noted above are located in the compartments in question which therefore, are not available for grain storage. The various sizes of squares and rectangles represent various sizes of storage bins which in this elevator, range from about 8,000 bushels for the large bins, down to 1,000 to 1,800 bushels for the smaller ones, through which the legs pass.

The system followed in marking up the contents of the several bins is something as follows: Each morning, the elevator foreman sends up to Mr. Futvoye a statement of the kind and quantity of grain in each of the storage bins. This statement was of the condition at close of business the night before. When Mr. F. gets time, he goes over the board and makes the necessary changes called for by the report above noted, and once the corrections have been made, it is noted in the upper left hand square marked "Stairs" where may be seen the figures "3/14/18, 7. a. m." This shows that the board had been corrected up to the report of contents at close of business the day before.

MANNER OF RECORDING

Take for instance, the square marked "4" in the small circle. The chalk writing in this square reads: "No. 2 Oats, Good, 2/22/18," and tells that good No. 2 oats are contained in said bin and that they have been in there since February 22. In the next square, No. 3, the writing: "No. 2 Oats, P. C 2/27/19, Shelby," means that the bin has been occupied by No. 2 oats since February 27, that the oats had been partly clipped and were destined to be sent to Camp Shelby on Government order.

So on, all over the board. The squares which carry no marking, are known to be empty. At the time of my visit to this elevator, there were just two unmarked squares on the board, showing that the bins were nearly all occupied. The quantity of grain in any bin, does not appear on the board. That is known from the paper records on file in the

Square No. 12 shows that it is occupied by some poor oats, while bin No. 30 has been occupied since February 19 with some "musty" corn. As this elevator is not equipped with thermo-detectors, the board is used to detect any heating of grain before it becomes hot enough to do damage. This is accomplished by watching the dates and sending a man to examine the contents of bins which have old dates upon them. When signs of heating are found, the contents of that bin are promptly turned by sending the grain into another bin, or into the dryer bin, from which the grain is again returned to bin No. 30, with much of its heat driven away during the several handlings which it has undergone.

The fine loading chutes in this elevator and warehouse, the drags for handling grain, the methods of loading and handling grain with great saving of labor, proves too long a story to be told now and will have to stand over until next issue when the writer will try to describe that mechanism, together with some other equipment in the elevator, including the 35 electric motors, each machine in the building being independently driven.

Topeka Has Fine New Elevator

Equipped with Modern Electrically Driven Machinery—Has Access to Southwestern Grain—Well-Known Grain Men Interested

THE Topeka Board of Trade has some 50 individual members representing the leading grain and milling interests of that city but that is only an incidental part of this story. At the time this now flourishing institution was in its embryonic state, so to speak, it was recognized that to fully meet the needs of that growing market, greater storage facilities for grain were necessary. Therefore a company of men prominently identified with the grain interests for years in the South western territory, and who will be hereinafter mentioned, formed the Golden Belt Grain and Elevator Company capitalized at $100,000 and the result is the handsome 250,000-bushel concrete grain elevator shown in our illustration. The elevator was completed last year and has but recently started up in full operation.



NEW GOLDEN BELT GRAIN ELEVATOR, TOPEKA, KAN.

The elevator covers a ground space of 64 feet square and rises to a height of 180 feet. It is situated between the Union Pacific Railroad tracks on one side and the Rock Island, and Santa Fe tracks on the other side enabling the company to secure free switching, in and out, on all shipments handled by the company, thus eliminating all switching charges.

The first or work floor contains a No. 11 Invincible Cleaner, a No. 10 Invincible Clipper and two Hess Driers. The car mover is in the basement. The storage consists of six hoppered bins 100 feet in depth, on which rests a house or more properly speaking a cupola 52 feet high. The top floor of the cupola has the receiving leg heads and a Western Corn Sheller. Immediately below is the garner floor with 2,000-bushel garners which discharge to two Howe 120,000-pound Hopper Scales. The two cleaner leg heads and motors are just below the garner floor and then comes the scale floor, with the weighmaster's office and the screening leg heads. The distributing floor follows where grain is spouted to any one of the tanks. The machinery equipment also includes two receiving legs with capacity of 5,000 bushels per hour and two cleaner legs with

capacity of 4,000 bushels per hour and a small screenings leg. All machinery is individually electrically driven.

The officers of the Golden Belt Grain & Elevator Company are: John F. Jones, president and general manager; C. L. Hardman, vice-president; F. D. Sperry, treasurer; E. J. Smiley, secretary. Mr. Jones has operated elevators on the Union Pacific Railroad in Kansas for over 15 years as well as engaging in the lumber and banking business in Gove and Trego Counties. C. F. Hardman is engaged in the grain business at Wakeeney and is also secretary of the Hardman Lumber Company, a large and growing concern of the Southwest. F. D. Sperry is cashier of the Citizens State Bank of Ellsworth, Kan. He has been identified with the grain and milling business of Kansas for 30 years, owning a number of elevators on the Union Pacific Railroad west of Kansas. E. J. Smiley is secretary of the Kansas Grain Dealers Association and has a wide acquaintance with grain dealers everywhere. He left the grain business to engage in his present work and is an authority on all matters pertaining to grain interests.

The company bids for business in Kansas, Colorado, Wyoming, Idaho, Oklahoma, and the Panhandle of Texas. With this large territory from which to draw supplies together with its modern up-to-date elevator the company cannot fail to prove a decidedly strong factor in the grain trade of the Southwest.

AN ITALIAN IMPROVEMENT.

For some reason the people of this country do not give Italians the credit they deserve in the way of scientific achievement. As a matter of fact in original research and discovery, such as the telescope and wireless telegraphy, and in improvements in airplane design and construction during the war, they have led the world.

And now the April bulletin of the International Institute of Agriculture, which is another evidence of Italy's progressiveness, shows that the Latins are making long strides in the improvement of our cereals. A long series of selective cultivations of an American yellow corn has produced a new variety of early dwarf, called "Reggiano Maize" which has marked superiority over the original.

The total length of the plant of the new variety is 4.92 feet. The ears are normal and are joined at 9.82 to 11 inches from the ground. The grain is a fine bright yellow, arranged in 16 to 18 rows, weighing on an average 40 grams per hundred. The yield is 63½ hundredweight to the acre; and in the normal climate of the tests, the new type, sown at the beginning of May, flowers in the second half of June and ripens at the end of August, which is a gain of fully 15 days over the ripening period of the original seed.

Uncle Sam - Seed Merchant

Department of Agriculture Meets Seed Crisis—Areas of Supply and Demand Brought in Contact—Business Conducted on Cash Basis and So Far as Possible Through Regular Dealers

BY WALDON FAWCETT

AMONG the blessings of the war period,—or the misfortunes, if you choose to look at it that way,—is the circumstance that it has driven Uncle Sam into the mercantile field as a full-fledged seed merchant, and a seed merchant operating on a tremendous scale at that. In an effort to stabilize the seed market and insure proper seed distribution, the U. S. Department of Agriculture operating under special authorization from Congress, has been buying and selling seed on a scale that justifies Uncle Sam being designated as a captain of the industry. Incidentally, we are being treated to a demonstration of ways and means in seed handling and marketing that will not be without influence on the commercial seed trade after the war.

Before attempting to go any deeper into the subject it should be made clear that Uncle Sam's new role as a war-time seedsman is in no sense a duplication or extension of his erstwhile activities as a distributor of free seeds. As our readers doubtless know, there has been conducted from Washington each year a "free distribution" of vegetable and flower seeds. To a limited extent this has represented a praiseworthy effort on the part of the Agricultural Department to place novelties in the hands of qualified experimenters who can be depended upon to try them out. In the main, however, it has represented a prerogative of Senators and Representatives whereby the people of the entire nation are taxed to provide bait for the rural voters.



HAULING SEED TO MARKET

Not only is the war-time work of Uncle Sam in seed merchandising undertaken with a serious purpose as compared with the annual gift enterprise but it is not calculated to arouse the resentment of commercial seedsmen to the extent that the Congressional distribution has done because, under the new plan, seed is sold, not given away. To be sure, it is sold at cost, plus the cost of transportation and handling, but the Government aims not to butt in on any market where the commercial trade can handle the situation and even where drought conditions or some other crisis make it necessary for Uncle Sam to give first aid to insure adequate seed stocks the Government's efforts will be directed in so far as possible through the agencies of regular dealers.

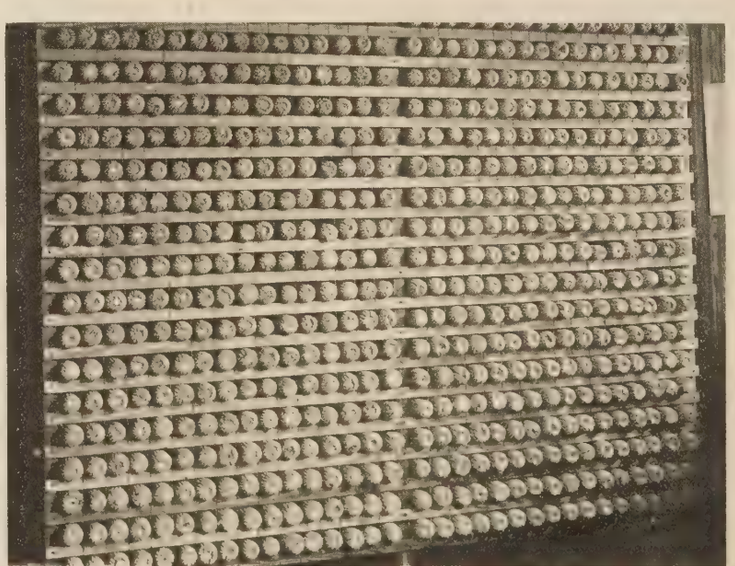
Congress set Uncle Sam up in business as a seed merchant last year with capital of $2,500,000 which was used as a "revolving fund" for the purchase of seed and for the transfer of this "essential" from the communities where there was a surplus to sections where there was a shortage. Early this spring when the seed corn situation appeared menacing, Congress was asked for an emergency appropriation of $4,000,000 to take care of the seed drive that it was foreseen would be necessary to insure bumper crops. Congress talked about this proposition for so long a time before it gave its approval that it has been impossible to make much use of this extra fund before July 1 when the unexpended money is automatically withdrawn by limitation. However, during May and June a sum roughly estimated at $1,000,000 has been employed to create an adequate reserve of seed corn to take care of late demand and allow for replanting.

Indeed, the salvation of the seed corn situation is proudly pointed to in official quarters in Washington as justifying arrangements that will, not only during the war, but regularly in years to come allow the Department of Agriculture attitude to jump in during any similar emergency even as the Red Cross is supposed to be always ready to render assistance in the face of misfortune. Uncle Sam, seed merchant, has met the current situation by placing reserve stocks of seed corn in all the states north of the Ohio River where the siutation has been considered serious, that is to say in the states of Illinois, Indiana, Iowa, Kentucky, Minnesota, Michigan, Missouri, Nebraska, Ohio, Pennsylvania, and Wisconsin. Farmers have been kept advised through country agents where they can purchase seed and at what price. As in all such cases, purchases of seed from Uncle Sam's stock can be made only for cash.

For the fiscal or official year beginning July 1, 1918, the national Government has even more ambitious plans for seed merchandising as insurance against shortage in any quarter or derangement of transportation facilities. The proposal before Congress at this writing is to make available for this work during the coming year the sum of $8,000,000 and even if it shall come about that as finally adopted the appropriation will be somewhat below



A MAINSTAY OF THE NATION'S AGRICULTURE



SEED CORN—THE KIND THAT COUNTS

this figure it will nevertheless, we may expect, be far in excess of the working capital heretofore available. Congress seems to think that the record of the first year of our participation in the war has vindicated the Agricultural Department in its stabilizing of seed stocks and to add to this confidence the seed specialists have promised that no matter how much money they may have at their disposal they will be careful to gauge their purchases to prospective demand as indicated by the actual orders filled by farmers.

Officials of the Department of Agriculture have missed no opportunity to reassure elevator and grain men and all tradesmen in the seed field that this new undertaking, while substantially a merchandising proposition, is not designed to encroach upon the activities of the commercial trade but that on the contrary, so long as commercial seedsmen can take care of demand in any market the Government will not only keep hands off but will direct farmers who have seed orders to place to the regular outlets. In discussing the other day the limitations upon Governmental seed merchandising, Dr. William A. Taylor, chief of the U. S. Bureau of Plant Industry, said:

"This activity is organized to protect the production of the staple crops in territory where, without such protection, because of droughts, freezes or other trouble, the normal supply of seed would not exist. It is being used in exactly that way, not to carry on a general seed-merchandising business, but to insure the holding available for use in sections where the production is short, seed which is required to maintain or increase production.

"The first thing we do is to determine the territory within which the emergency condition exists. Then we determine what crops within that territory are vitally important. Next we locate and purchase the seed suitable for that particular territory; then clean, pack and make it ready; in due course sell for cash; and return the proceeds to the treasury. Of course, these operations of purchasing and selling are of necessity to a considerable extent simultaneous in that the demand is quite largely determined by the orders that are coming in for such seed.

"Our activities have been practically restricted thus far, in the Southwest, to such staples as corn varieties, kaffir and other grain sorghums, peanuts and cotton. In the middle plains region, to grain sorghums. This would apply to western Oklahoma and western Kansas. In the norther plains region to barley, oats and to a small extent to flax, the wheat seed being protected in another way through co-operation with the Food Administration. In the northern portions of the corn belt the early frosts and hard freezes of December greatly reduced the supply of germinable seed corn adapted to that territory and that remark applies also to portions of the New England States. We are, in short, dealing with a small number of staple crop seeds in a large way in territory where an adequate supply of such seed is vital to the maintenance of production." Dr. Taylor explained that one of the great advantages that accrues from the presence of Uncle Sam in the seed market with his extensive organization and his great resources is that when a drought necessitates the shipment of seed from some outside source to relieve a district where famine prevails the required supplies of seed can be located and secured before they have been diverted to other purposes,—for instance before needed corn can be fed. Again in the case of some classes of seed, notably seed corn in northern territory it has been found that there is a big work for Uncle Sam to do in locating small quantities of seed corn that are scattered about on individual farms and rounding all this up and making it available for seed.

It has been suggested by seedsmen who do not want Uncle Sam to take too pronouncedly a paternal attitude in the seed trade that the Government might, instead of actually playing seed peddler, ascertain by preliminary surveys in what quarters there is likely to be an acute shortage of seed and then advise farmers or other consumers in such territory where there are surplus seed stocks upon which they can draw. This, in effect, is precisely the sort of information service that has been furnished, to the advantage of the trade, by the Committee on Seed Stocks of the U. S. Department of Agriculture. However, the officials insist that such an arrangement would not suffice in many of the circumstances that arise. They admit that it might work very well in the case of the small grains, such as oats, which are adapted through wide ranges of territory, but that faced by a situation such as the Texas corn crisis it is imperative to buy outright and hold the corn in order to save it from the feed trough and carry the investment until the farmers who have been hit by the drought can make arrangements to finance their seed purchases.

While it is not the intention of Uncle Sam in his seed merchandising capacity to at any time plunge or speculate, the urgent need for a large production of corn this year and the consequent necessity for doing everything possible to provide an ample supply of as good seed corn as can be had for replanting has led him to "take a chance." In purchasing and accumulating seed stocks against prospective demand at replanting time, the Department has sought every possible bit of information to enable an accurate guess on the market. Even at that, it is recognized that there is some risk of loss in piling up stocks without waiting for orders but it is considered that under the present exceptional circumstances this risk is justified.

As was intimated above, the wheat situation is supposedly taken care of in satisfactory manner by the arrangement whereby, with the sanction of the United States Food Administration Grain Corporation, elevator owners and warehousemen are allowed to store wheat for seed with permission to charge not in excess of 15 per cent above the purchase price based on the prices of the Grain Corporation for wheat of the particular grade. This arrangement, coupled with the plan whereby the Grain Corporation stored considerable quantities of good seed wheat at points accessible to the areas in which seed wheat was needed, rendered it unnecessary for the Department of Agriculture to indulge in any merchandising activities with the object of supplying wheat to farmers in the Northwest.

BREAD FOR 500,000 FIGHTERS

BY EARLE W. GAGE.

Wheat enough to supply bread for 500,000 fighters for one year will be harvested just outside of the city of Sacramento, Cal., in one month, from a piece of land in the Natomas Reclamation District.

The land from which this crop will be taken, formerly flooded for five months of the year by the surging Sacramento River, was practically unproductive until the Natomas project saved it from the river by the construction all around it of an impregnable levee. This levee shut out the river and added 85,000 acres to the map of California. This work cost $3,000,000—less than the price of a modern battleship—and immediately added more than 50,000 acres of rich, sediment soil to California's producing area. Only part of the land was seeded in 1917 to beans, barley, alfalfa and wheat, the crops yielding an income of $4,000,000; 22,000 acres of this was in wheat alone. This year more than 25,000 acres is in wheat, and a larger acreage in other crops, and it is estimated that the return will be between $6,000,000 and $8,000,000—enough to twice pay for the reclamation project.

This reclamation work was conceived and carried out by some of the great men of California. Among them was Judge Curtis Lindley, now aide to Herbert Hoover in the conservation of food. Mr. Lindley believes that increased production; the diverting of every available fertile acre into food production, is as important as saving food from improved land.

Ten of the largest combined harvesters and threshers known to modern man are used in handling this large crop. Seven of these are operated by steam, and three by horses and mules. Only with such outfits would it be possible for Moering Bros., who operate the land, to handle so immense an acreage with the assurance of a quick, economical and efficient result.

The harvesting of the wheat crop furnishes action as stirring and colorful as any crash of arms on European battlefields—and will play perhaps just as great a part in the ultimate victory. It is the biggest wheat farming venture in all the eventful history of big ranching in the Golden State, where large and extensive operations are daily occurrences. The California folk have come to term it "The Battle of Natomas."



ONE OF THE TEN BIG HARVESTING OUTFITS IN THE NATOMAS RECLAMATION DISTRICT

With black smoke curling from their funnels, these powerful, throbbing tractors, each hauling a combined harvester and thresher, present an industrial picture that compares well with any found in America. Each outfit cuts a swath 35 feet in width. As the entire 10 outfits roll their way through the golden grain they now have a pathway 350 feet wide. The daily battle starts before sunrise, by sunset more than 700 acres of grain has been garnered, that is, cut, threshed, hauled to the river grain elevators, pumped into barges, and on the way or delivered to the Stockton flour mills to be converted into flour for Uncle Sam's fighting men.

It is five miles around the great wheat field, the machines wending their way round and round, steadily cutting their way toward the center. On the outside tier, it demands two hours' travel to make the round trip.

Attending the harvesters are 50 tank wagons which carry the grain from the harvest scene to the elevator on the river bank. No grain sacks are used in handling this immense crop. From the elevators, the grain is pumped through chutes into waiting grain barges, which convey it to the flour mill. Thus a finely organized system prevails from the time the grain is harvested until it is converted into flour, and every cog must be working, since a set-back in one part of the machine would impair the usefulness of the whole. Then there is another fleet of wagons hauling fuel oil, water and supplies to the wheat field. In this manner the $1,500,000 wheat crop is harvested at the rate of 300 to 350 tons per day.

Illinois Grain Dealers at Chicago

Silver Jubilee of Association Great Success—Government Duties Upset Program, but Good Speakers Substitute—Great Lakes Trip Enjoyed

THE twenty-fifth annual meeting of the Illinois Grain Dealers' Association was held at the Hotel La Salle, Chicago, on May 21 and 22. The register showed an attendance of 465 of which about 225 were shippers, and the sessions of the convention were full in spite of the many attractions Chicago offered to the visitors.

President J. H. McCune opened the convention by calling upon Bishop Samuel Fallows for the invocation.

In the absence of President White of the Board of Trade, through sickness, Secretary John R. Mauff welcomed the dealers to Chicago. And this welcome was acknowledged by Victor Dewein of Warrensburg, ex-president of the Association.

PRESIDENT McCUNE'S ADDRESS

President J. H. McCune of Ipava, presented his annual address, as follows:

The past year will long be remembered by the grain trade, despite the fact that many would prefer to forget it, for in addition to the vicissitudes which nature imposed upon it, it has been subjected to artificial limitations that are without precedent. Especially is this true in regard to the wheat trade, which has been practically revolutionized, due first to the new method of grading, including particularly the dockage system, and second, to the definite Government control of the entire handling of wheat after it leaves the farm. Both rules were promulgated by Federal authority but for different reasons. The grading rules were carefully worked out for permanent use, whereas Government control is a war measure, pure and simple. The application of the dockage system was in the beginning very expensive and annoying due to incompetence and abuse in its application. It is, however, sound in principle, and has no doubt come to stay. The handling of grain at a fixed arbitrary price is unsound in principle and defended only as a war measure. As Mr. Hoover has stated, it was inaugurated as the less of two evils to relieve a situation created by a short crop and the responsibility of feeding our Allies in addition to our own needs. That the Food Administration so regarded it, is evidenced by the invitation recently tendered to all of the grain interests to attend a conference at New York City on the thirtieth of April, at which conference your Association was represented. At that time we were assured that if the crop of wheat was sufficient it was the desire of the Food Administration to withdraw all restrictions consistent with sufficient guaranties to producer and consumer. Upon further invitation of Mr. Barnes it was decided that a committee of twelve, representing all branches of the grain trade, be selected by the various organizations to confer with him in working out such a system as the crop might warrant when its size became known. It is conceded that at present the Food Administration has no authority to regulate the prices of the coarse grains, but in the event that Congress should pass such a law it is understood that this committee will be consulted in formulating such plans as may seem advisable.

It is betraying no secret to state that many grain dealers have felt that they have been required to carry a disproportionate share of the war's burden and have objected to some of the restrictions placed upon them. True patriotism balks at nothing that necessity demands, but it is rightly contended that so far as possible the cost of the war should be equitably distributed and capital as well as labor receive a fair and just recompense for services rendered. That severe hardships have been experienced is unquestioned. No one part of a complicated machine can be artificially disjointed from its correlated parts without serious results, and the same law applies to business machinery as well. And yet, conceding this, there are few who do not admit the necessity for Government regulation of grain during the period of the war. We are in a large measure distributors of the nation's bread, and grain men should and do recognize that this is no time for profiteering in food stuffs which war conditions encourage. It is not so much the principle of Government regulation, therefore, that has been criticized, as certain results that have arisen therefrom, such, for instance, as the loss of a hedging market. The desire of the Food Administration to iron out existing inequalities in so far as consistent with their general policy and to treat the grain trade with perfect fairness was apparent throughout the recent conference to which I have referred, and those present at that meeting made it equally plain that they desire to subordinate everything past, present and future to winning the war in the least possible time.

It is not my purpose to review the past year in detail. To do so would only weary you and accomplish nothing. Every season brings its own problems, and if the wheat crop fulfills its promise, it may become the function of the Grain Corporation to sustain the price instead of restraining it. The transportation problem looms large in the future as it did in the past, and will no doubt continue to cast its baneful shadow over all transactions. Much of the shipper's grief this last winter and spring in handling corn was directly traceable to this one source, and if adequate transportation facilities could be secured many evils would automatically disappear. Unless more can be accomplished in this direction than seems possible, we can expect great congestion this summer, for farmers will want to market their wheat as soon as threshed, and in addition to an unprecedented movement at threshing time, there is undoubtedly a considerable amount of corn and oats whose shipment has been delayed that will make an added pressure on the country elevators. It would seem wise to prepare our farmer friends for this almost inevitable situation, in order that they may provide bin room at home in which to temporarily store their grain when elevators are full and cars are lacking.



SECRETARY W. E. CULBERTSON, PRESIDENT J. H. McCUNE AND VICE-PRESIDENT E. E. SCHULTZ

Association in Fine Condition.

And now let me say a word about our Association. We have felt the blighting effect of war, not only as individuals, but as an Association as well. One after another we surrendered our secretary, assistant secretary, and one of our scale inspectors, all of whom left us to enter the army. These losses were serious and the cause of much anxiety, but I am proud to say that the loyalty and enthusiasm of those to whom you have delegated the administration of the Association never wavered, and we believe that it is in better condition today to serve your interests than for many months. I wish to express my deepest thanks to all who have co-operated the past year in the work of the Association and for the generous and able assistance which was rendered to me personally.

Let me say in closing that there are many shippers in the state who are not members of our Association whose membership should be secured. The strength of an organization is its membership, and never before were the needs of strong organization more apparent than at present. The secretary's report will no doubt inform you of the prolonged struggle we have had with the railroad companies, and when this war is over, there is no telling what kind of legislation may be attempted by demagogues and doctrinaires, and it is more than probable that we will find it necessary to present an united defense against opposition from such sources. Let us build up our Association by personal solicitation of our neighbors who are non-members, let us face the future with courage and determination and give to our country that full measure of devotion that will hasten a peace with victory and restore the moral equilibrium of the world.

SECRETARY CULBERTSON'S REPORT

Although he had been in office less than two months Secretary W. E. Culbertson gave a report which promises well for the administration of his office during the year, as follows:

Because of the very short period that I have been your secretary I shall not attempt to make a detailed report of the activities of the Association during the past year. All of these will be covered by reports from the chairmen of the various committees.

However, I want to briefly mention a few of the different branches of the Association, so that their values may become known to the members and to those who may possibly have forgotten.

The Bureau of Legal Advice, of which William R. Bach of Bloomington is the head, is of great value to the membership, owing to the varied questions which are perplexing the trade. Whenever any member has any doubts on any legal point write the secretary and the desired information will be furnished you.

The Claims Bureau, as will be reported by the chairman of the Claims Committee, shows increased value to its patrons. It is possible for you to file your claims through this Bureau and save yourself time, worry and expense, knowing that no effort will be spared to get you justice and, incidentally, your money.

The Scale Department has just closed one of the best years in its history. We have been unfortunate in the loss of our assistant inpector, Mr. Joseph B. Sowa, who last winter enlisted in the ordnance corps of the army, but if he makes as good a soldier as he did a scale inspector, and I am sure he will, the Government may well be proud of him. Mr. Betzelberger, the chief inspector, is now breaking in a new man in Oscar Anderson, who gives promise of being a real find.

It is the duty of every dealer to have his scales tested at least twice a year. The satisfaction that a dealer has in knowing that his scales are in proper working order and weighing correctly is worthy many times the cost of inspection and with grain at the present price a matter of good judgment.

Keeping Out of Court.

Arbitration of trade differences is another of great value to you and one of the many things that makes for good, that this Association stands for. Our by-laws make it compulsory that our members arbitrate their differences, thus keeping out of court and away from the cost incident thereto. Refusal to arbitrate means expulsion from our membership. During the past year there have been two expulsions. There is nothing about that part of our year's work to which we point with pride and it is only mentioned as proof that this Association lives up to its constitution and by-laws.

The Committee handling these cases is composed of men who know the trade rules and understand the grain business and any and all cases brought before the Committee will be decided strictly on the merits of the case without fear or favor.

The *Monthly News Bulletin* issued on the first of each month evidently met with favor while edited by your former secretary, Captain E. B. Hitchcock, for every grain man with whom I have discussed Association affairs has tried to impress upon me how much he enjoyed Hitchcock's bulletin, and in justice to Captain Hitchcock I want to state that the last issue was not his. I do not believe that it was Mr. Hitchcock's idea, and it certainly is not mine, that the bulletin is intended to take the place of any trade paper, and it won't—so I suggest that every dealer be a subscriber and a careful reader of at least one trade paper.

There are many other points in Association work that should be brought out, but owing to my limited knowledge concerning them I leave this discussion to those more able.

The following is the financial statement of the Association for the year May 1, 1917, to May 1, 1918, and a brief statement of the activities of the former secretary:

Receipts	
Balance on hand May 1, 1917	$1,117.94
Total receips, including balance	$9,726.41
Disbursements	
Total expense	9,314.65
Balance on hand, May 1, 1918	$ 411.76

Meetings and Membership

Ten dealers' meetings held; attendance, 500.

Two hundred and ten calls on dealers; distance traveled, approximately 15,000 miles.

New members, 44.

Resigned, 12.

Dropped, 23.

Transferrals, 50.

Expelled, 2.

Membership Register: Country shippers, 396; receivers, 177; advertisers, 98; behind with dues, 44; total, 576.

In conclusion, I wish to say that today no business in the United States is more adversely effected by rules and regulations than is the grade trade. As in any class of business, there are those who will adapt themselves and their business to the changed conditions and emerge bigger and better than ever, but there are some who will not, and if ever there was need of a good strong organization to look after the interests of all these, there is need of one today. You already have the organization, but it needs strengthening and building up. There never was a time, I dare say, that as many demands were made upon it as today. The Illinois Grain Dealers Association should have every legitimate dealer of Illinois on its membership roll and if the members of today will make it a point to explain to the dealers, not members, what is our aim and ambition and the ideals for which we strive, I am sure that at the next convention the secretary can report the largest membership in the history of the Association.

As grain dealers we must steel ourselves to endure without grumbling the hardships entailed by this war. We must possess much patience and not indulge in captious criticism in forming or expressing an opinion relative to the manner in which the affairs of the Food Administration are being conducted. We should resolve every doubt in the favor of our Government. We recognize that when this Republic was founded in the early days by patriotic men it was intended that to it all roads should lead, as led the roads of Rome to the Eternal City, and here we have between the shining seas a home for all men, all people, all classes, and it is here that liberty can be enjoyed. We realize now that this great nation having entered the greatest war of all times, that we must keep our poise, keep our heads, that our flag shall still be flown just underneath the banner of the cross—where we propose to keep it. We men who have close to our hearts the defense of our flag and our institutions, have given up our time and our energies and are willing to give ourselves at any time even to the extent of giving life itself for the preservation of this great republic.

What we have won in all the years that have gone we must preserve, and what we have today we will defend, and what we hope for in all the years to come we now in patriotism, loyalty and sterling Americanism, strive for.

Treasurer Wm. Murray of Champaign gave his report, which corresponded with the financial statement of the secretary.

B. P. Hill, chairman of the 100-Club Fund, gave his report in which he stated that about 50 members had joined the club, formed to pay the litigation debt of the Association and to provide a sinking fund. Receipts were $2,250; paid out for litigation fees, $1,541.83; loaned to the Association, $500; balance, $208.17. He urged all members who could do so to join the club as there should be an emergency fund of from $2,000 to $3,000 always on hand.

TAXES AND CAPITALIZATION

Captain Frank C. Russel was on the program, but he was obliged to be absent on official business and his place was taken by Edward A. Pratt, who spoke on "Income and Excess Profits Tax and Capitalization." After a brief introduction he spoke, in part, as follows:

I am going to quote directly from one pamphlet, because where others have been emphasizing the burdens of these laws, and the large amount of taxes which individuals, corporations, etc., will have to pay this year, this writer shows it from an entirely different angle:

"War tax is not a sacrifice. It is in payment for value received—Liberty. Therefore, war tax is liberty tax and strikes you favorably. The first big tax has just been levied—three billion dollars must be collected this fiscal year. You—your business—your home—will pay. The war tax is spread over most everything—that's fair. Liberty tax, you remember—every man, will 'do his bit.' No business is too small."

The instant I read the above words I had an entirely different view of the law, and since then I have been constantly thinking of what a grand, good thing these laws are and what benefits each and everyone will receive from their just and fair interpretation.

First of all, we should be thankful that there has been an equitable way provided whereby each individual may contribute his fair and proportionate share of the cost of maintaining the grandest government on earth, and assist in perpetuating the benefits of liberty, throughout the whole world, and yet at a comparatively small cost to each of us.

The more one studies the law and the rates for computing the taxes, the more does he realize that the taxes which individuals will pay is small indeed as compared with the burdens of the peoples of almost every other country on earth. Adam Smith in The Wealth of Nations emphasizes the fact that every subject of a government should be required to contribute to the expense of maintaining the government "in proportion to the income which they respectively enjoy under the protection of the government."

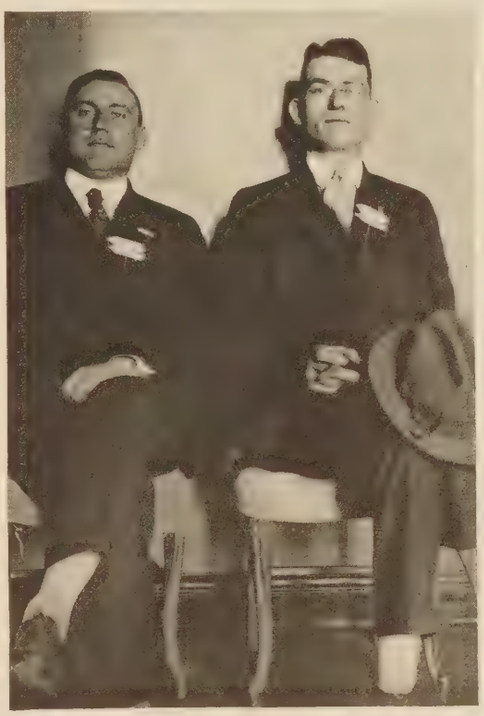
Saving Money for Two Firms.

What I have to say about these tax laws may be well illustrated by quoting from recommendations for the application of these laws to two of our clients. The following is from a letter to a grain partnership in an Ohio City:

"The writer has given some consideration to your report for last year, and as a result thereof, has been able to save you from $1,500 to $2,000 in taxes. You will observe that we have charged the business with $5,000 salary for each individual. By charging the business with $10,000 we cut down the profits very much more than with the salaries reported by our auditor. The fact of the matter is that each $100 of salary added as expenses reduces the taxes $60 because the profit of the business for the last year was so large as to get into the 33 per cent class on invested capital tax on which you pay 60 per cent tax.

"You will have to be firm in your stand that the salary of each of you at $5,000 is proper, considering the volume of business and the attention which you give it, and insist that the reports be approved as filed. It is possible, however, that they may cut down the salary somewhat, but in any event you should make a considerable saving by claiming each cent of salary which you should."

The following are extracts from a letter to our auditor who was working for a grain client in Kansas:



E. D. BARGERY AND H. E. SURFACE

"Talk the matter over with Mr. Scott and ask him to show you our correspondence with him in order that you may understand what has been planned in the way of increasing the assets by restoring any depreciation in excess of what is a reasonable amount for several years past. He writes me that they have been deducting for depreciation of assets but that they are worth very much more than they now show on their books. If such is the case, and these assets were paid for in cash or its equivalent, and have been unwisely written down, the cost value should be restored to the books. The proper and reasonable depreciation for each of these years should be credited to one or more reserve for depreciation accounts rather than that the assets themselves should be written down. Any excess reserve for depreciation should be credited to surplus account. This then will restore the first cost of the properties, less fair and reasonable depreciation. If the depreciation has been excessive this will increase the capital invested by such amount.

"Personally I feel that the capital stock of the company should immediately be increased, and that the present stockholders should purchase as much of it as possible, for cash. They would do better to borrow some money, at say 6 or 7 per cent interest, and buy additional capital stock in order that the capital invested in the company may be increased to an amount appropriate with the amount of business done. When you realize that a stockholder in a corporation can borrow money at 6 per cent interest, buy stock with the money, then the corporation with this actual invested capital can use the same amount of money on a 9 per cent basis before figuring taxes at all, and can also use the same amount of capital invested at the rate of 15-20-25 and 33 per cent, you can see how important it is for corporations to increase their capital stock and get all the capital invested in the business which is reasonable and necessary, and in this way very greatly reduce the excess profit taxes."

Just Application of Laws.

These show how a more fair and equitable assessment of taxes can be made when one is familiar with the laws and the conditions peculiar to an individual case or client. I am firm in my stand that everyone should pay every dollar of taxes under a just interpretation and application of these laws. There must be no tax evasion or tax slackers. Everyone must do not only "his bit" but "his best" to determine what is his just share of the tax burden put upon us by this terrible war.

On the other hand I am equally firm in my opinion that all business enterprises shall be treated equally and that none shall escape his just share and none shall pay more than his just share, because he has conducted and capitalized his business to his own disadvantage.

To emphasize the difference in taxes to the disadvantage of a grain company which is not properly capitalized, I would ask you to carefully consider the following illustration:

One of our clients who had an authorized capitalization of $50,000 but only $25,000 outstanding, was required to pay nearly one-half of the profits for the year 1917 to the Government. This company was incorporated just a few years ago, taking over an individual grain business which had been in operation for a great many years. The company was capitalized in order to perpetuate the organization, and like many another conservative business, only a small amount of capital stock was paid for and issued. The company was financed almost wholly through the personal guarantees of the wealthy members of the company. At one bank there was an individual guarantee of $125,000. These guarantees made it possible for them to borrow all the money they needed to finance the business, to millions of dollars annually.

An Illustration.

This company had been figuring profits twice a year and in July and January of nearly every year had paid out the profits in dividends so they only had a very small surplus. The total capital and surplus in this case represented the invested capital of the business with only a small adjustment on account of dividend payments. The facts of the case are substantially as follows:

Capital stock and net surplus representing the invested capital on which taxes are calculated approximately	$ 45,000
Volume of business for 1917, about	5,000,000
Money borrowed averaged about	200,000
Estimated interest paid	5,000
Net gain for year approximately	35,000

On the basis of the above capitalization, etc., the company would be allowed 9 per cent net on invested capital, plus $3,000 or $7,050 free from taxation, leaving $27,950 subject to taxation under the Excess Profits Law.

After increasing the salaries and making allowances for everything possible, this company will pay in June a net income and excess profit tax of about $13,000, which, together with the estimated $5,000 in interest, makes a total payment of $18,000, none of which goes to the benefit of the stockholders. Had this corporation been capitalized at $200,000, paid up, the taxes would have been approximately $5,000. There would have been no money borrowed, no interest paid. This would have resulted in a saving of about $8,000 in income taxes and the money paid for interest could have been distributed in dividends to the stockholders who really furnished the money to operate the business through their guarantees for bank loans.

Would Have Made Saving.

This clearly illustrates the point I am making that the stockholders and directors of this enterprise would have made a large saving if they had individually borrowed the money to finance the business, invested it in capital stock in their own company and paid themselves dividends largely in excess of the money necessary to pay interest on the loans.

The same is true of every corporation which is a large borrower of money. Partnerships who are using large amounts of borrowed money as invested capital should incorporate their businesses in order that they may be not penalized because they are operating as partnerships and may be put on an equality, in the matter of taxes, with other companies, associations and corporations, who are properly capitalized and have enough invested capital to conduct their business without borrowing large sums of money throughout the whole year.

Invested Capital.

Now the principal point that I wish to present as forcibly as I may to each of you, is that your enterprise must be appropriately capitalized. The partnership or corporation that has been ultra-conservative is at a serious disadvantage when compared with partnerships or corporations that have invested capital commensurate with the volume of business done.

Rent and interest are both payments for invested capital which belongs to someone else. A business is at a disadvantage in paying both rent and interest because the money we paid goes out of the business entirely as business expense and the company cannot include the amounts represented by the capital which produced the rent and interest, as invested capital in its business.

Grain, or any other corporations, which pay rent when they could own the property necessary for the conduct of their business, are at a serious disadvantage over other grain companies or corporations which have purchased the property needed and hold the investment as invested capital. They are equally at a disadvantage if they are large borrowers of money as compared with other corporations which have ample

capital stock which has been sold to provide the necessary invested and working capital to conduct the business successfully.

And finally, let me again make myself clear. I am not in favor of any man, partnership or corporation evading a just payment of taxes for the support of our Government. If on a small capital they are able to make large profits, due in any measure to war conditions, they should gladly pay in taxes, such a portion of them as is fair and equitable. Our Government only asks that we pay 60 per cent excess profits tax on our earnings over 33 per cent on invested capital. This means that if a corporation make 100 per cent on an invested capital of $100,000 they would pay 60 per cent of the last 67 per cent of the capital, still leaving the stockholder 26⅔ per cent on this last portion of taxes.

A Serious Disadvantage.

Now what I want to emphasize is that every concern that is borrowing money in large quantities is using some other man's invested capital to his own serious disadvantage. He should not be penalized by large taxes as compared with another man who has secured the investment in his business of sufficient capital to conduct it economically and profitably. He should at once take necessary legal and financial steps to increase the authorized capital of his company or to incorporate it if a partnership, in order that the business may be perpetuated with ample invested capital.

If a business is being conducted largely on borrowed money through credit of individuals who guarantee these loans, the business not only loses the money paid out as an interest expense, but also it loses the opportunity to use the necessary amount of capital in calculating net gain for income tax purposes.

A man can well afford to pay 6 per cent interest on borrowed money to buy stock in his own company, for the company will be able to deduct 7 per cent or 9 per cent interest without taxation on this money, and can use the same figures of invested capital in calculating the various earnings at 15 per cent, 20, 25 and 33 per cent, on which taxes of 20, 25, 35 and 45 and 60 per cent are calculated.

How to Strengthen the Enterprise.

I therefore urge every one of you to study his only enterprise—its need of capital in order to make it possible to conduct the business profitably. He should take steps at once to place it on a par and equality with other businesses of approximate size and so pay only his just share of taxes.

Finally, remember this, that money invested in 6 or 7 per cent preferred stock is a permanent loan of invested capital to the company, on which there are no favors to be asked and no renewals of loans necessary. The financial condition of such an enterprise is strengthened.

I am a firm believer in corporations for the conduct of business enterprises. To be successful they must have ample capital. I hope I have been able to make some of my points clear.

APPOINTMENT OF COMMITTEES

President McCune appointed the following committees: Nominations: H. I. Baldwin, Decatur; J. B. Stone, Mattoon; A. R. Anderson, Galesburg; G. B. Harris, Auburn; and E. E. Hamman, Tuscola. Resolutions: C. E. Graves, Weston; J. M. Greene, Wapello; L. A. Tripp, Assumption; J. W. Radford, Chicago; B. S. Williams, Sheffield.

A tribute was paid to Lee G. Metcalf of Illiopolis and a committee was appointed to send flowers with the sympathy of the Association to Mrs. Metcalf who is in a hospital for a serious operation.

TUESDAY MORNING SESSION

At the opening of the afternoon session President McCune announced that Julius H. Barnes, president of the Food Administration Grain Corporation, could not be present, but that on the following morning Watson S. Moore, secretary of the corporation, would address the meeting. He read a telegram from former secretary, Captain E. B. Hitchcock, expressing his good wishes toward the Association.

Attorney Wm. R. Bach, of Bloomington, who for a number of years has been identified with the Association, told of some of the litigation of interest to the trade that had occurred during the year, and devoted considerable time to transportation matters. He first took the opportunity as an outsider to pay a tribute to the loyalty and industry of the officers and directors of the Association, particularly former secretary Captain E. B. Hitchcock and Secretary Culbertson.



TOP ROW—JOHN H. BROOKS, W. S. POWELL, J. B. GILLESPIE, E. J. MARTIN
LOWER ROW—JAMES NOBLE, WM. HUNT, H. J. HAWN

In discussing Interstate Commerce Commission Docket No. 9009 Mr. Bach said:

The Supreme Court of Illinois has laid down the principle that the shipper is not bound by the fine print conditions on the back of the bill of lading. It also established that it is the duty of the carrier to weigh that grain, and that they are liable for the loss of grain between point of origin and destination; that your affidavit of weight becomes prima facie evidence.

The Track Scale Law, which compelled the railroad to install a track scale at any station from which 50,000 or more bushels of grain were shipped a year, was tested in a case brought by Dexter Baber of Edgar County. The Public Utilities Commission ordered the track scale to be installed, but the railroad took the case to the courts and there it was determined that the law had been repealed by implication by the Public Utilities Law.

About three years ago the directors of the Association were visited by Anderson Pace who declared that the shippers and carriers should compromise their differences and suggested that the grain dealers' grievances should be set out in a brief to be submitted to the railroads. A brief was drawn up covering claims, leases, and the building of new elevators at stations already adequately supplied. This brief has slumbered ever since. But about 18 months ago the railroads proposed a conference on the scales question and B. P. Hill, H. A. Foss and O. Maxey drew up specifications for scales and their inspection, including the Oklahoma plan. These specifications were agreeable to the grain dealers, if on their part, the carriers would agree to pay claims on clear record cars when weighed on accurate scales. This they refused to do, and on this rock the recent conferences at Chicago split when an attempt was made to reach an agreement on Docket No. 9009.

As an aftermath of this conference Henry L. Goemann, chairman of the grain dealers' committee at the conference, received a letter from Commissioner Clark who ignored all the claims of the grain shippers at the conference, but suggested that weighing facilities be improved.

In speaking of the distribution of grain cars Mr. Bach stated:

Early in the year the Illinois Commission had before it a conference on the distribution of cars for grain loading and finally a rule was adopted using certain language, repeated from the law "the immediate requirements" that no man can determine what it means.

A ruling very near our idea was announced by the Interstate Commerce Commission in the case of the Vermillion Farmers Elevator Company v. Chicago, Milwaukee & St. Paul Railway Company that "cars should be supplied shippers according to their ability to load" between 10 a. m. and 6 p. m. from farms or out of spouts at elevator. The track scooper is to receive his percentage of cars, but he is practically obliterated as he can not meet the requirements.

Gordon Hannah has interested himself in the distribution of cars and believes with me that the ruling in the Vermillion case is the proper solution.

He condemned in vigorous words the pernicious terms of railroad lease, citing the troubles that had come upon Cameron Elliott and Paul Kuhn & Co. of Terre Haute, Ind., on account of them.

In closing he urged every dealer to make a written contract when buying grain from farmers as the statute required a contract to be in writing when $500 or more is involved.

EXECUTIVE COMMITTEE REPORT

Chairman E. M. Wayne of the Executive Committee submitted a report as follows:

Your Executive Committee wishes to offer their annual report showing their activities for the past 12 months.

The subject that has given the Committee the most work was the proposition presented by the railroad companies of the state of Illinois, which they expressed as being a desire on the part of the carriers to become better acquainted with the shippers and try to harmonize all differences past and present and to satisfy the shippers if possible in the future.

Your Committee held several meetings with representatives of the railroads and for a time it seemed as if good results would be obtained. We found that we would be able to get together on all questions with very little difficulty excepting the all-important one, the payment of claims on both leaking and non-leaking cars. On that rock the conference split after having discussed this question with the carriers for almost a year.

This winter the Commerce Commission issued Report on Docket 9009, which indicates that they wished the carriers and shippers to get together on some satisfactory agreement or basis for the payment of claims. A conference was held in Chicago and was presided over by Mr. Wilson, a member of the Commission. After discussing the matter for two days, this conference adjourned without accomplishing anything.

The carriers positively refused to pay claims on clear-record cars even after allowance of ⅛ and ¼ of 1 per cent wastage and shrinkage, so the matter now rests in the hands of the Interstate Commerce Commission to decide, as they indicated they would do in Bulletin 9009, and it seems to be the consensus of opinion that the Commission will give the shipper a very satisfactory adjustment of the claim question.

In this connection the Committee would suggest to all the members of this Association that they file claim for all amounts over $3 on both clear-record cars and leaking cars, on account of the time limit required by law for filing claims, as the neglect on the part of shipper would prevent his collecting claim if the decision were rendered in favor of the shippers.

The Directors deemed it expedient to form a One Hundred Club for the purpose of raising a sinking fund to take care of any emergency that might arise during the war period and also for the purpose of liquidating some of the expense incurred in the Shellabarger test case, which I am very glad to state resulted in a decision favorable to the Association. Our attorney, Mr. Bach, will give you detailed information in regard to the court decision.

The Executive Committee is very sorry to be compelled to report the expulsion of two members on account of their refusal to arbitrate differences according to Article 1, Section 7, of the by-laws.

The activities of the Association the past year have been in a great measure handicapped by the Government control of the grain business or restrictions of the same. The Grain Corporation has intimated that

a change will take place, if we are fortunate enough to harvest a large crop of wheat in 1918. It is the desire of the Government to allow as far as possible the business to revert to its normal channels. These changes, of course, all depend on the outcome of our growing crops.

For the Arbitration Committee Chairman H. A. Hillmer of Freeport reported the adjudication of two claims. He drew attention to the necessity of knowing the trade rules printed in every issue of the directory and said that the few cases submitted to the Committee proved the good feeling existing between members.

The Claims Committee Report was read by Chairman T. E. Hamman of Milmine, in which he reviewed the unsatisfactory relationship existing between shippers and carriers and urged members to have their scales in such condition that a claim would have substance. The Committee collected 566 claims from 103 claimants involving $14,273.39 collected, as against 261 claims declined totaling $7,731.57. Live claims of $28,192.35 were in the hands of the Committee.

SCALES COMMITTEE REPORT

George W. Walker of Gibson City gave the report of the Scales Committee, as follows:

During the past year the Scale Department collected in test fees and in repair work $2,415.25 of which 10 per cent was turned over to the Association or $241.52, leaving a salary to the inspectors of $2,173.73, or an average of $120.76 per month for each inspector, namely George J. Betselberger, chief, and J. B. Sowa, assistant. The latter in the same patriotic spirit as our former Secretary Hitchcock and assistant Muleady, is now serving his country with a determination to annihilate monarchy and establish once and for ever democracy and universal peace.

Five hundred and one scales were tested and repaired at an expense outside of repairs, of $1,138.85, or an average traveling expense of $2.27 per scale. Where the scales of members are gone over once a year it is seldom necessary to do much repairing. In the 501 scales that were repaired the past year, only $149.92 worth of repairs were used, or an average of only about 30 cents per sale tested. This does not include new lumber used or material to repair foundation.

There are still some who prefer to pay more to other inspectors for the same kind of inspection. Our experts are efficient and capable men who have made a study of scales, understand their business and know the troubles weighmen have. They should be patronized by every member of the Association. Our desire is to keep this department up to the highest standard of efficiency and if there is any member who knows wherein the work is not being properly done, we will esteem it a special favor if such matters are referred to the Committee and we will promise thorough investigation.

It is to be regretted that the start made by our former Secretary Hitchcock and some of the directors



GEO. W. WALKER AND O. W. RANDOLPH

for uniform inspection has not as yet been pushed to conclusion, it was well under way when Secretary Hitchcock was granted a leave of absence to go abroad and upon his return and early decision to enter the service of his country, the work was not again resumed to the writer's knowledge. The plan was to put our scale inspectors together with railroad representatives in the scale car of the railroads on every line of each road, and go from one end to the other of each road, inspecting all loading out scales, as well as instructing the weighman at every elevator in the correct use of their facilities. Such inspections must be made at the off times of the year, when the elevators are not busy with shipments. It was planned to carry the necessary tools and equipment and material to repair any defects where the scales were in condition to merit such repairs. At the time of the conferences, the railroads met us fairly and eagerly on every proposition and your committee would recommend that this matter be again taken up and pushed to a conclusion as joint inspection of scales with the railroads will go a long way towards the cleaning up of our claims.

Adequate Weighing Facilities.

Adequate weighing facilities form the basis for claims. If your scales are not of the capacity or quality sufficient to take care of your needs, and if they are not kept in repair and properly used, you are not in a position to swear to the honesty of your weights. Be fair enough to make sure that your scales are correct before you file any claims for loss against carriers. If you will talk to the claim agent of a railroad, you very quickly discover the importance which he attaches to adequate scale inspection, and he recognizes the adequacy of the Association testing, because it has proved its value and is heartily appreciated by the railroads and has their general sanction.

See to it that the pits of your wagon scales are properly drained and that the foundations are in good repair at all times and that no dirt is allowed to accumulate to interfere with their sensitiveness in weighing. The same caution should also be taken in the location and care of your loading out scale to see that they are located where the least dust and dirt will accumulate and you should use care to see that all bearings are kept in a cleanly condition. If a man does not take a bath only once a year he is liable to lose the sensitiveness of touch, so with your scale, provide your weighman with a small hand bellows and have him keep the accumulations of dirt and dust removed. Cleanliness is next to godliness and in order to have your scales honest you have got to keep them clean.

Automatic Scales Dependable.

Your Committee wishes to again go on record as affirming that weights over automatic scales, correctly operated, are just as dependable as weights over any other kind of scales; no discrimination of scales should be tolerated as long as they are so constructed and so installed to give honest, dependable weights.

Your Committee recommends that this very important branch of the association work should have unqualified and loyal support of all the members of the Association.

We also recommend the re-employment of the same chief inspector and expresses our confidence in him and his assistant. The chief inspector is Geo. J. Betzelberger, of Delavan, Ill., and his assistant is Mr. Anderson.

Brief reports were made for the Crop Reporting Committee by H. I. Baldwin of Decatur, and for the Membership Committee by B. L. Christy of Viola.

W. R. Carroll, grain supervisor at Chicago, gave a brief talk, and his remarks on the excess car loading practice led Hiram N. Sager of Chicago to protest against the practice of using inspection certificate stamped with the notation "Too full for proper inspection," when the record shows that there was ample room for sampling.

B. W. Dedrick, for the Bureau of Chemistry of the Agricultural Department, gave a short talk on dust explosions, which he illustrated in a practical man-



BANQUET OF ILLINOIS GRAIN DEALERS AT HOTEL LA SALLE

ner, convincing all present that any inert dust if properly mixed with air would explode when brought into contact with a flame or spark.

WEDNESDAY MORNING SESSION

The opening address on Wednesday morning was made by the Hon. Richard R. Meents who spoke on the "Sixty Million Dollar Bond Issue for Good Roads." He drew a sharp contrast between the agricultural and manufacturing wealth of Illinois and the wretched condition of the roads, and showed by a map just how it was proposed to spend the money. He also showed by charts that the bond issue and interest, together with the upkeep of the roads, could be paid for entirely with the automobile license taxes. He made a very strong argument for voting for the issue.

W. S. Moore, secretary of the Food Administration Grain Corporation, appeared in the place of Mr. Barnes. He gave a forceful and patriotic address, and one which held some encouragement to the trade, although he made no definite promises for the future. He pointed out the necessities under which the drastic rules of the Food Administration had been made and how well they had answered their purpose. As to the method of handling the new crop, Mr. Moore could only say that undue speculation would not be countenanced; that grain would be handled at a reasonable profit and would have to move from producer to consumer without delay. As soon as possible the entire conduct of the grain trade would be put on its pre-war basis, but that no definite plans for the year could be made until the outturn of the crop was certain. Whatever moves were made would be after consultation with the Advisory Committee. He paid a tribute to the trade for the loyalty they had displayed and the sacrifices they had made.



CARL A THOMS, P. H. HUNKER, JR., G. H. BROWN

DISCUSSION

E. M. Wayne of Delevan said that he had been asked by a number of members what protection the grain dealer had in the price guarantee of wheat and whether it would be safe to make purchases without a more definite understanding.

Mr. Moore answered that the Government guarantee of $2.20 for wheat, basis Chicago, applied only to producers, that the question of protecting handlers of grain all along the line was now under advisement, but that until the question was definitely settled, he advised very great care in wheat purchases.

The question of reports was brought up and Mr. Moore said that if the books of a grain company did not give the information in just the way the report forms indicated, the substance of the information could be given in other form if the zone manager approved.

This brought from J. W. Radford of Chicago the complaint that many departments of the Government required the same reports or others equally or more elaborate.

Mr. Price of Peoria, representing the Board of Trade of that city, invited the convention to come there in 1919.

RESOLUTIONS

C. E. Graves, chairman of the Resolutions Committee, presented the following resolutions, which were adopted:

Pledge of Loyalty.

Whereas, the United States of America faces a crisis, the greatest since the Civil War, and whereas all the resources of the nation of every kind will be needed that the nation may wage a successful warfare, and

Whereas, the members of the Illinois Grain Dealers Association in the twenty-fifth Annual Convention assembled, appreciate the problems involved and desire to express their unswerving loyalty to the Nation and its cause; therefore be it

Resolved; that the secretary be directed to convey to the President of the United States, to the Secretary of War, to the Secretary of Agriculture, to Herbert C. Hoover, Food Administrator, to the Counsel of National Defense, and to the Governor of the State of Illinois, and to the proper state agencies our wholehearted support in the emergency.

Be it further resolved, that the secretary is directed to offer to the above named the facilities of this Association and its headquarters-office and the service of the secretary of the Association to be used by the Government, state and national, in any way that may be deemed for the good of the cause, and be it finally resolved by the Illinois Grain Dealers Association meeting in regular convention: That we pledge our individual and collective support to the Government without reservation and pledge to give our most efficient service to the Government in handling and marketing grain, so that our troops at home and abroad shall be victorious.

Constitutional Amendments.

Whereas the growth of the Illinois Grain Dealers Association warrants a broadening of activities, and an extension of our influence; therefore be it resolved by the Illinois Grain Dealers Association in convention assembled that the constitution and by-laws of the Association be amended as follows:

Article III, Sections 1 and 2 to be amended to read:

Section 1: The officers of the Association shall be a president, two vice-presidents, secretary and treasurer, and 10 directors.

Section 2: The president, vice-president and treasurer shall be ex officio members of the Board of Directors and the government and direction of this Association shall be vested in the Board of Directors.

Also, that Article IV, Section 1, of the constitution be amended to read as follows:

This Association shall hold an annual meeting on the second Tuesday of May of each year unless, in the judgment of the Board of Directors, the meeting should be held on some other date in May, at a place to be determined upon by the Board of Directors, and the secretary shall give 30 days' notice of the meeting.

Proportional Billing.

Whereas, for many years past the farmers and grain shippers of Illinois have enjoyed the privilege of so-called Illinois Proportional freight rate on grain originating in Illinois and shipped east, via Chicago, and

Whereas, on grain sold Illinois Proportional Billing and afterwards moved east from Chicago the proportion of freight rate to the Illinois farmer or country shipper is less than the local or intra-state rate from point of origin to Chicago, and

Whereas, this advantageous freight arrangement is still granted to shippers of corn, oats, barley and rye on Illinois Proportional Billing, via Chicago, and

Whereas, the Food Administration Grain Corporation has for several months past denied to the producers and shippers of Illinois the advantages of this saving in freight rate on Illinois Proportional Billed wheat sold at the basic price in Chicago, and

Whereas, on such wheat so sold when moved to eastern markets, the Food Administration Grain Corporation itself secures the benefit of the saving in freight charges, Therefore,

Be It Resolved, that we, the Grain Dealers Association of the State of Illinois, in convention assembled at Chicago, on this twenty-first day of May, 1918; protest against the action of the Food Administration Grain Corporation in depriving us of the benefits arising from privileges heretofore enjoyed under Illinois Proportional Billing and request the Food Administration Grain Corporation to grant to us on wheat the same favorable arrangements that we always heretofore enjoyed and which we still enjoy in regards to shipments of other grain; and

Be It Further Resolved, that a copy of this resolution be sent Food Administrator Herbert C. Hoover, Washington, D. C., and Julius H. Barnes, President of the Food Administration Grain Corporation, New York City, N. Y.

Good Road Bonds.

Whereas, there is a great and growing need for better improved highways throughout the great State of Illinois, and

Whereas, there will be before the people of the state at a general election next November, the question of borrowing $60,000,000 and issuing bonds therefore, for the purpose of building a system of permanent hard roads reaching every county seat in the state, and

Whereas, the cost thereof will be paid entirely from the automobile license fund, and

Whereas, Governor Lowden, assured us that construction of said system of roads will not be undertaken until the close of the war, and a large part of the construction of said system of improved highways will be in money paid for labor in constructing same, thereby giving employment to local laborers, and

Whereas, the proposition to be approved by the people must receive a majority of all the votes cast for members of the general assembly at said election.

Therefore, be it resolved, by the Illinois Grain Dealers Association of the State of Illinois at the annual convention at Chicago; that we earnestly favor the building of said system of improved highways and urgently request every voter to go to the polls at the general election next November and vote "Yes" on said bond proposition.

Federal Highway Policy.

Whereas, the Chamber of Commerce of the United States, assembled in its War Convention in Atlantic City last September, urged as a war measure the prompt improvement of public highways; and

Whereas, the transportation requirements of the country, due to the war, can be only met by complete coordination of the carrying capacities of railroads, highways and waterways; and

Whereas, there has developed in our country a tremendous increase in highway transportation for the haulage of munitions, foodstuffs and essential supplies; and

Whereas, we recognize the necessity of a Federal wartime policy in respect to highway improvement, permitting the various states to immediately formulate a definite highway program;

Therefore, be it resolved, that we urge upon the Federal Government and the several states the importance of adopting a program that will insure adequate highway construction and maintenance; so that our highways may properly carry their share of the burdens of transportation; and

Be it further resolved, that we urge upon the President and the Members of Congress the creation of a centralized Federal Authority to determine the highway policy of our Government, with power to direct the administration of that policy.

Duplication of Reports.

Whereas; we appreciate the difficulties facing our Government in the administration of the various distributions of food products, we would respectfully suggest that inasfar as possible the duplication of reports to Governmental departments be dispensed with, and the secretary be requested to communicate the resolution to the heads of the various Governmental departments other than the Food Administration.

Abuse of Full Car Inspection Blank.

Whereas; numerous complaints have been made that the various inspection departments at terminal markets have issued certificates showing cars were loaded too full for inspection when the fact develops that such was not the case:

Therefore, be it resolved; that the officers of this Association confer with the various inspection departments, with the view of having this abuse corrected.

To Captain Hitchcock.

Whereas, the Illinois Grain Dealers Association regrets the loss of the official services of Captain Hitchcock as secretary:

Be it resolved, that we commend him for the patriotic spirit he entertained when he offered his services for his country, and a copy of this Resolution be sent him by the secretary.

Whereas; the Food Administration has interpreted the proclamation of President Wilson setting the price

of wheat at $2.20, Chicago Terminal Market, to guarantee protection only to the producer:

Resolved; that the Illinois Grain Dealers Association request the Food Administration to amend this ruling, so that all handlers of wheat from producer to consumer may be guaranteed equal protection.

Objectional Railroad Leases.

Whereas, the transportation companies of this state continue to issue leases for elevator sites containing exemption from all liabilities:

Therefore be it resolved, that this Association and individual members use their best efforts to correct this objectionable practice.

Appreciation.

Be it resolved that we extend a vote of thanks to the Board of Trade of the city of Chicago, and particularly to the special committee whose generous entertainment at the Hotel LaSalle and Great Lakes, and whose unfailing courtesy and helpfulness added so much to the pleasure and profit of this meeting.

And we further wish to extend our heartfelt thanks to the President of our Association, Mr. J. H. McCune, and to Mr. Sager and Platoon Sergeant George E. Nightingale, for their inspiring addresses of the evening,—not overlooking our toastmaster.

Thanks for Registration Assistance.

Resolved; that we extend a vote of thanks to the Grain Dealers National Mutual Fire Insurance Company of Indianapolis, Ind., for the very gracious courtesy extended this Association in furnishing convention badges and attending to the registration, and we further wish to extend our heartfelt thanks to Mr. C. B. Sinex and Mr. Geo. E. Traut for their courtesy and helpfulness at this convention.

ELECTION OF OFFICERS

H. I. Baldwin, chairman of the Nominations Committee, submitted his report and the officers named therein were unanimously elected as follows: President, J. H. McCune, Ipava; first vice-president, E. E. Schultz, Beardstown; second vice-president, F. G. Horner, Lawrenceville; treasurer, William Murray, Champaign; Directors: William Badger, Vermont; C. E. Graves, Weston; A. L. Hardin, Charleston; Ira Hastings, Cairo; George Wood, Gifford.

ENTERTAINMENT FEATURES

On Tuesday evening the Chicago Board of Trade tendered to the dealers a banquet at the Hotel La Salle. A splendid program of speakers and patriotic music was furnished. Bishop Samuel Fallows gave the invocation and the proceedings were engineered by Frank J. Delany, who protested to be an amateur, but acted like an old time professional toastmaster.

Hiram N. Sager, vice-president of the Board of Trade, spoke on "The Board of Trade and the War." He spoke of the Exchange, not as a center of commerce, but rather as devoted to patriotism and sacrifice for the country during the war. He called attention to the roll of honor with its 1,264 names of those who had joined the colors, and to the signal corps which the Board organized and trains. He spoke of the tobacco fund which contributes $475 worth of smokes each month to the boys over there. He told of the vast sums subscribed by board members to the Red Cross nearly $200,000; the Y. M. C. A., $81,000; K. of C., $5,000, and the last two Liberty Loan Drives about $7,000,000; and ended with a stirring tribute to Food Administrator Herbert C. Hoover.

Ths address was responded to by President J. H. McCune of the Association, who is on the way to make a lasting reputation as a speaker and presiding officer.

The last address of the evening fell to Platoon Sergeant George E. Nightingale, First Battalion, Canadian Infantry, who talked on "Experiences on the Fighting Line and in No Man's Land." He brought the war close to his hearers in an impressive manner, and no one who heard him will doubt any of the stories told of Hun hellishness, for he related many such instances that had come under his personal observation.

The evening closed with the singing of the "Star Spangled Banner."

On Wednesday afternoon the Board of Trade arranged for an excursion to Great Lakes which about 1,000 delegates and friends took advantage of. At the sailors' training camp, the largest in the world, boxing matches, drills and other features were enjoyed by the visitors, and many stayed for supper when they participated in the regular mess provided by Uncle Sam for the jackies, and no one went home hungry.

Kansas Dealers Meet on Kansas Soil

Large Attendance and Good Program Makes Two-Days' Session at Topeka Interesting and Profitable

THE twenty-first annual meeting of the Kansas Grain Dealers Association was called to order in Memorial Hall, Topeka, Kan., at 10 a. m. May 28, by President J. B. McClure, of Hutchinson, Kan. A large number of dealers were present and the keen interest manifested at the opening session was maintained during the two days' meeting of the organization.

After an invocation of Dr. E. J. Kulp and the singing of *America* with all standing, a cordial address of welcome to the city was given by Jay E. House, mayor of Topeka. President McClure responded to the mayor and then took up the subject of his annual address. He pointed out the duty of the grain man in the world's war and the heroic part that the grain dealers of Kansas are taking, not only those who remained in harness, but those who had gone to fight in the front line trenches. In reviewing the conditions of last year he found



SECRETARY SMILEY AND PRESIDENT McCLURE

they had been far from satisfactory but that was a secondary consideration. In closing he said he appreciated the honor of presiding over their deliberations and also expressed his pride in the efforts which the grain man put forth so loyally in the present needs of our country.

W. S. Washer of Atchison next addressed the convention on "War-Time Co-operation." Mr. Washer is known throughout the Southwest as a speaker of unusual ability. He said he especially appreciated the fact that the Association had met this year on Kansas soil. He related the causes which brought us into the war which he said was the best example known of co-operation. We must take off our coats and do our very best. All useless occupations must be done away with, he stated, and all our energy brought to bear in making shrapnel and bombs for the beast of Berlin. Sacrifice and service must be the watchword of the American nation from now onward.

SECRETARY'S REPORT

Secretary Smiley then read his report, in part, as follows:

This building, where we are holding our sessions, is known as Memorial Hall, dedicated to the Grand Army of the Republic to the lasting honor of our fathers who surrendered their lives on the battlefield that you and I, and the generations to follow, might enjoy the liberties of a free and independent nation. As in the words of the immortal Lincoln, we might have as long as time shall endure, "a government for the people, by the people, of the people." When viewing the interior of this magnificent hall, allow your eyes to rest for a moment in reverence on the battle flags encased in the niches in the walls, and doubtless the minds of many present will wander to the battlefields across the sea, or to the cantonments where our loved ones are being fitted for the arduous task of taking part in making the entire world safe for democracy.

Following the fixing of a price on wheat, by the committee appointed by the President he appointed Mr. Hoover as chief to see that the fixed price was maintained, and in order to better accomplish this, he ordered the creation of the United States Grain Corporation, with Mr. Julius H. Barnes as president. Out of this grew the Milling Division of the United States Grain Corporation. Immediately following these organizations, zones were established, and managers appointed to represent the United States Grain Corporation and the Milling Division of the United States Grain Corporation. Right at this juncture the milling industry of the United States through its national organization, got busy, and before the grain trade of the country was even aware of it, they had reached an agreement with the Milling Division of the Grain Corporation, allowing them greater privileges and profits, than had existed prior to the declaration of war. We do not criticise them for this; in fact, we feel like complimenting them on their superior organization work.

I might add, right here, that if the Grain Dealers National Association had been as persistent and had done their full duty to the grain trade as the millers organization has done, the grain trade of the country would have had less cause for complaint. Many of the mill operators, especially those in Kansas, were not satisfied with the special privileges granted them under the agreement, but at once proceeded to secure entire control of the grain trade of the country. This, in our judgment, was done to prevent any of the wheat grown in their territory going out. Quite a number of them paid direct to the producer a maximum price fixed by the Government less freight, and it was the exception, rather than the rule, where any attention was paid to grades or dockage at the time of purchase. In localities where mills adopted this practice, the independent elevator owner and operator was either compelled by force of circumstances to sell his plant outright or lease it to the mill operator.

As a result of this unfair competition, over 60 independent owned elevators have been taken over by the mills in Kansas since August 1st, 1917, to date. We filed vigorous protest with the zone manager of this zone, as well as with Mr. Barnes, president of the Grain Corporation, but I regret to say that nothing was accomplished to change the condition until the greater part of the 1917 crop had left farmers' hands.

In this connection, however, I wish to state that I do not believe that you realize the difficulties that the officers of the Grain Corporation have to meet in endeavoring to establish a proper system of control. Until I met and talked with Mr. Barnes, in his office in New York, did I realize what obstacles they had to meet with. This is now past history and each of you doubtless is anxious to know what will be the attitude of the Grain Corporation toward the independent elevator owner and operator the coming crop season. I cannot answer this question. I can say this, however, that the Administration has now under consideration a plan of suspending the license of every mill who exceeds the price level fixed.

Shortage.

The following recommendation was included in a brief presented to Mr. Barnes at the close of the New York conference concerning storage charges for country elevators for the coming season:

"In order to protect country dealers on wheat, purchased by them, the U. S. Food Administration Grain Corporation should agree to purchase from them at basic price, less a commission, of one per cent, any wheat which said country dealer is unable to dispose of elsewhere—the Grain Corporation should pay country dealers a consideration of 1-15 of 1 cent per bushel per day on all wheat purchased by said country dealer from the time it is received at their elevator until it is shipped out and final payment is made therefor. This consideration will partially recompense country dealers for losses due to inability to get any carrying charges to liquidate their wheat at a premium over futures to collect storage from the farmers and also for the loss of interest and insurance."

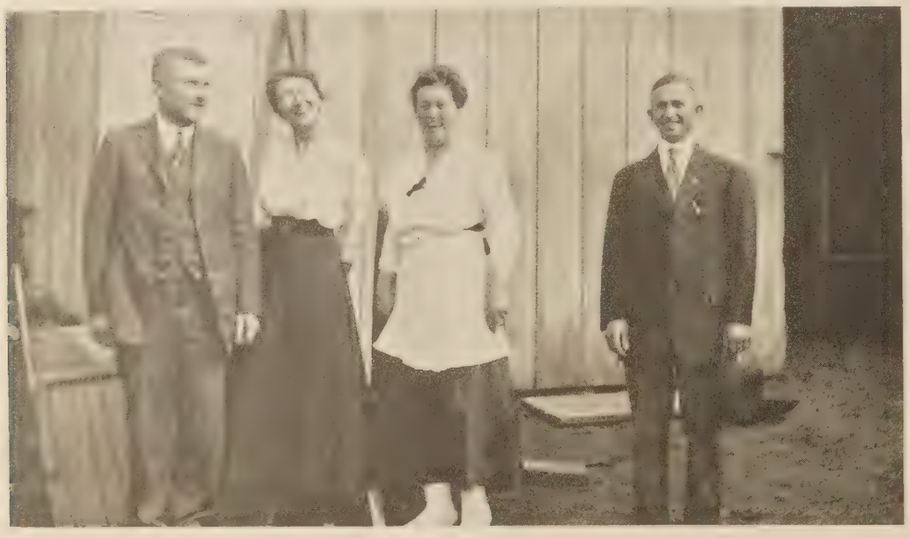
The writer believed at that time and still believes that this is not sufficient compensation for the country elevator owner and operator for the risk assumed. Owing to the fact that a price has been fixed on wheat, there will be no incentive for the farmer to hold or store his wheat and if correct in this assumption, every farmer will endeavor to market his wheat as soon as it is possible to harvest and thresh it. It is further safe to assume that there will not be sufficient box car equipment to move the grain as tendered and the natural result will follow that within 60 days after the harvest, every elevator in the country will be filled with grain. The further fact that the Government will not

purchase this wheat until same is delivered to some terminal market where a licensed inspector and weighmaster is located, he must assume all the risk of the grain getting out of condition before being able to deliver it to the Government. Of course, this is only intended to recompense him in part for the service performed and the risk assumed, but when one takes into consideration that the receiver is demanding one per cent commission for the mere handling of the grain assuming no risk whatever, even charging the interest on advances back to the country shipper, it would seem quite reasonable that the country elevator owner and operator should be entitled to at least three cents per bushel per month storage charge for assembling and holding this wheat until the Government was in a position to take it off his hands.

Uniform Grades and Inspection.

We were led to believe that when Uniform Grades were finally established and the Bureau of of Markets given the authority requested, i. e., supervision of all grain inspection, that some at least of our troubles would cease. Such, however, is not the case. I am willing to go on record at this time based on complaints reaching us, in saying that we are farther from uniform inspection today than we ever were. An inspection certificate today is really not worth the paper that it is written on, and has little value to the shipper. Under the present regime all inspectors are supposed to pass an examination and must hold a license issued by the Bureau of Markets.

I wish to cite two instances to confirm my statement. One an intrastate shipment and one an interstate shipment. On or about April 29, the Agenda Milling Company of Agenda, Kansas, sold a car of No. 3 white corn to a Wichita firm, official weights to govern. While



AT THE FORBES BROS. MILLING COMPANY'S MILL

they felt sure that the car would grade No. 3, they took the precaution to order the car to stop at Clay Center, where a licensed inspector is located, and instructed him to advise them the grade on the car after arrival. The Clay Center inspector made the contents of the car No. 3 White, containing 15.2 per cent moisture, no foreign matter or cracked corn, one-half per cent heat damage, weighing 55 pounds to the bushel. Upon arrival of the car at Wichita, another inspector holding a Federal license, graded the car, making it a No. 5 White, containing 14.4 per cent moisture, and 5.3 foreign material, no heat damage. The following day the purchaser called for re-inspection, and the same inspector was able to find 9.3 per cent of foreign matter and cracked corn, making it a sample grade. It might be well to mention that there was a material decline in the market following the sale of this car of corn, but the buyer accepted the corn at 12½ cents per bushel discount.

There is no question but what one of these inspectors was incompetent or careless in drawing his samples. It hardly seems possible that the first inspector would be unable to find any foreign matter or cracked corn if the car contained 9.3 per cent.

The other case has reference to the sale of a car of No. 2 Hard Wheat by a Kansas City firm that was inspected by a licensed inspector at Kansas City, Missouri, who issued certificate for No. 2 Hard Winter wheat. Upon its arrival at Topeka, where a licensed inspector is maintained, it was again inspected and this inspector made the grade No. 3. The Topeka firm had sold the car in question to a Hutchinson firm on Kansas inspection, destination weights. Upon the arrival of the car at Hutchinson, another licensed inspector inspected the car making it a No. 4. The Hutchinson firm refused to accept the car and it was ordered back to Kansas City where it was inspected by a licensed inspector on the Kansas side, who made it No. 3 Hard. Upon appeal to the Federal Grain Supervisor at Kansas City, it was graded No. 3 mixed, containing 80 per cent hard wheat, and 20 per cent soft. Here were five different inspections on the same car but two of them happened to be the same grade. I could cite numerous cases similar to these but think that these two citations are sufficient to confirm my statements.

In this last case, a brief of the whole transaction was prepared and submitted to Mr. Charles J. Brand, chief of the Bureau of Markets, and we have on file in our office a copy of his letter to the complainant and he makes no mention whatever of starting an investigation, with a view of finding out who was at fault.

You naturally ask what is to be done about it. I have this suggestion to offer: For every member of this organization to report to this office all cases where he knows the inspector has been at fault and where possible, furnish the certificates showing the different grades and we will continued to file complaints direct with the chief of the Bureau of Markets and if relief is not obtained, the only thing left for the grain trade to do will be to ask for the repeal of the act.

Furnishing of Temporary Grain Doors by Carriers.

From reports received at this office, it would appear that there was a determination on the part of some of the railroads to discontinue the furnishing of temporary grain doors or the material for making same, and refusing to entertain claims when presented for material furnished by the shipper. This is especially true of the M. K. & T. and Frisco Lines. One of our members reports that the agent for the company had made requisition for doors and no attention was paid, and in order to make shipment he was compelled to purchase lumber of his local dealer and presented bill to the Division Superintendent for reimbursement. We quote from reply to his letter addressed to the superintendent:

"I regret very much that we were unable to furnish you with the grain doors desired at the time shipment referred to in your letter was made. It will not be consistent to compensate you for the lumber purchased to take the place of these grain doors."

The only recourse left open to the shipper to recover for the material used is to file claim for reparation with the I. C. C. When filing claim the shipper must show that he has made demand for grain doors in advance of the time named and that the carrier has neglected or refused to furnish either doors or material. This is a rather serious proposition when lumber is so high and we would suggest that you have your agent make requisition at once for sufficient number of car doors to supply your needs for the new crop movement, and if they are not furnished promptly advise this office, or Mr. D. F. Piazzek, zone manager at Kansas City, who we believe has jurisdiction.

Multiplicity of Reports Required by Grain Dealers.

The different Government departments, i. e., the Department of Agriculture, the Food Administration and the Federal Grade Commission, have each apparently adopted systems of issuing questionnaires to those engaged in the grain business requiring reports in detail of their business, not only for the present and future, but for the past. A number of our members advise that it is impossible for them to furnish these reports. We fail to see the necessity of all of these different reports. A casual reading of these questionnaires from the Bureau of Markets and the Federal Trade Commission will tend to convince one that the persons preparing these questionnaires have little, if any, practical knowledge of the grain business, but are trying out some pet theory. We ask a general discussion of this subject in order that the Resolutions Committee may get your views and draft them into a resolution that can be presented to the powers that be in Washington.

Dockage.

As the federal uniform grades provide for dockage of all foreign material in wheat, you should at once provide yourself with the necessary equipment to determine this. Don't think that you can guess at it, as this is not practical and you will find that where wheat carries two or three per cent of foreign matter, you will have difficulty in convincing your farmer patrons that they should be penalized. There are two different devices in general use for this purpose; a nest of three sieves with perforated bottoms and a machine known as the Emerson Kicker. This last named machine has been in general use in the spring wheat states where the dockage system was inaugurated several years ago. It is also necessary to have in connection with either of these devices, a small 16 ounce scale. Don't delay the purchase of these necessities until the day you have occasion to use them as it is probable that owing to the extraordinary demand at this time, your order may be delayed.

Local Meetings

We will arrange for holding local meetings in different parts of the state during the month of June and fore part of July. Every dealer should make a special effort to arrange to attend the meetings held in his section. These local meetings, where well attended, result in much good, as they tend to promote good fellowship and a better understanding of and with your competitor. I wish to impress upon every dealer present, the importance of giving our Association his moral and financial support. Remember it is only through your organization that the greater problems confronting the grain trade can be met and worked out.

This is no time to permit of petty differences between you and your competitor. Neither should we criticise the different administrations for their apparent failure to carry out plans that you would approve of.

Don't put a chip on your shoulder and by your daily attitude, dare some one to knock it off. If you are possessed with a desire to pick a flaw, volunteer your services to the Government, shoulder a gun, and take out your spite on the Kaiser and his crowd. Don't forget that we are in a state of war, and until this war closes, we may expect certain privileges heretofore our rights, to be curtailed. We all owe a duty to our Government and none of us should shirk that duty. We are in this war to the finish and when the end comes, may each one of us be able to say, I have done my part toward making the world safe for democracy. God grant that this may soon come true.

The chairman appointed the following committees before noon adjournment:

Resolutions: H. Work, Ellsworth; Willis Pereau, Iola; S. W. Grubb, Topeka; J. M. Rankin, Cambridge, Neb.; F. W. Comfort Cawker City.

Auditing: R. W. Dockstader, Beloit; J. A. Lyons, Longdon; E. L. Brown, Chester, Neb.

TUESDAY AFTERNOON SESSION

President McClure called the afternoon session to order at 2 o'clock and Charles Quinn, secretary of the Grain Dealers National Association, made a brief address on the activities of that organization. When he was in Kansas last, he said, he found dealers very much dissatisfied because of the food regulations. The situation in Kansas was largely different from conditions in Iowa because in the latter territory they had the coarse grains to help them out. He spoke of the war and its relations to the grain trade, paying a tribute at the same time to the work of Herbert Hoover. His closing remarks dealt with the reconstruction period after the war.

MR. DERBY'S ADDRESS

F. A. Derby delivered an address on the "Attitude of the Bureau of Markets Toward the Grain Trade."

If the attitude of the Bureau of Markets toward the individual grain dealer is constructive in any way we have never been able to see where. We believe it was originated with the general thought or idea to secure better market conditions for the producer and place the consumer in a position to secure requirements at the nearest possible point. The argument that such a Bureau might be beneficial if properly conducted looks reasonable, but in this time of war, when every available man and every available resource of our country should be at work in lines that are most needed to win for Democracy, we believe the Bureau is spending entirely too much man power and money to accomplish less than nothing. Just imagine what a boost to the harvest help of Kansas it would make if all the employes of this Bureau could be in our harvest fields during the month of July. What a relief it would mean to some department whose war work has been increased ten-fold if this force were turned to them at this time.

From discussions I have had with parties who are in closer touch with the Bureau than I am, and from a general observation of its work, I can but form the opinion that the Bureau tends towards Socialism. They have chosen a particular class of producers and business men to favor and help them conduct their business to eliminate a certain other class of men who are competitive. As proof of what we claim we cite you to the interest the Bureau of Markets has taken in the bookkeeping systems for farmers' elevators. Systems are established at a big expense and have been installed in many elevators. As to what expense this has been to the Government we could not state, but they have

furnished experts to put them in and keep them working and have undoubtedly cost a great deal of money, and the general opinion is that these systems are entirely too elaborate and intricate for an ordinary elevator business.

As proof of our contention that they are accomplishing nothing we call your attention to the amount of literature which all grain interests receive from this Bureau. Did any of you ever take the trouble to read more than one of their reports, and then to the waste basket for all the rest. It seems the questionnaires and reports are gotten out by men who are connecting so much red tape to the business that the common grain man, with only a limited amount of time to investigate, can get neither head nor tail to the whole matter.

It has seemed the idea of the Bureau to as far as possible eliminate the middleman and help the consumer buy direct from the producer. We believe the Bureau is out of its intended line when it does this. We presume the Bureau heads would argue that they are doing this for economical reasons, claiming to save money for the consumer and pay the producer more. This we deny, as it has always been found that men with experience were necessary to merchandise our country's products. The politician's argument that the middleman is unnecessary and a grafter is, we think, absolutely unreasonable; but we must admit among a certain class this talk does make votes for the office seeker. The great marketing system that has been built up in this country is the outcome of years of study and work, and what the dealers or middlemen accomplish is wonderful. They should be given credit for the wide distribution of all that the farmer produces and at a minimum cost. The great packing industries



PROF. L. A. FITZ, W. C. GOFFE, H. E. JOHNSON

of this country have given figures that are astounding regarding this. The very small percentage of profit on meat as compared with the selling price shows that the organization in this line is indeed remarkable. The grain trade, which has been built by years of experience in distributing the grain to all parts of the world, must be admitted to be as perfect as any system.

The effort of the Bureau in the past year to secure for the drouth stricken sufferers in Texas a place where they could buy their requirements has been indeed ludicrous and perhaps costly to a great many dealers in Kansas who tried to familiarize themselves with the Texas customs in handling grain. I know many dealers have had hot corn in Texas that they had to go down and dispose of at a great loss. It simply goes to show that a dealer at some market center who understands the customs and requirements of Texas is the only proper man to handle this business safely. It has been said that the Bureau of Markets' one accomplishment in this respect was to introduce the Texas grafter to the Kansas sucker.

In summing up the whole question, it seems that the argument against the Bureau of Markets is at this time when man power and money are needed so badly in other lines it is a great mistake to keep it in existence. We also contend that in any event the Bureau of Markets should not choose to help any particular class of trade without doing as much for others, and their past action has tended to spread discontent rather than work for harmony.

An address on "Fixing of Prices by the Government" was made by E. Bossemeyer, Jr., of Superior, Neb. In effect, he stated:

Fixing the price on one commodity has had the effect of throwing the supply and demand system for other commodities a little out of balance. Many have expressed the opinion that the price of other grains should be fixed. This is followed by demand for fixing the price of one after another of the products of farm, mine or manufacturer. It is easy to see that the price-fixing policy, when once established, must lead on until everything we need or desire will come within its scope.

Just where to stop must be decided by the necessities of want. We are hoping that the business affairs of our country need be disturbed no further than at present, but if the exigencies of war demand that the price of other grains be fixed, the grain dealer can be depended upon to show his patriotism by making the best of an order that must necessarily injure him.

A general discussion followed the reading of Mr. Bossemeyer's paper opened by Secretary Smiley, who claimed that unless a margin of profit was fixed and controlled by the Food Administration the Kansas grain dealers would be as bad off at the end of 1918 as they were at the end of 1917.

F. A. Derby in referring to the New York Conference stated that Mr. Barnes had given out the idea that it was not the intention of the Grain Corporation to fix prices, which should be left to competition.

James Robinson of Potter related his experience in which mills paid locally any price they desired. He did not believe there was a single dealer who did not get trimmed through holding wheat when the Government fixed the price. Mills in his territory paid five cents more for wheat than the dealer could get out of it. He thought the dealers should make a vigorous protest and that mills should not be in a position to be able to pay more for the wheat than the dealer could pay.

Mr. Long of Elk City believed the grain man entitled to make honest criticism. He said there was no question but that the millers of Kansas had played with the grain men an unfair game.

Prof. L. A. Fitz of Manhattan, Kan., gave an illustrated talk on "Grain Dust Explosions." The results of bringing a flame into contact with elevator or mill dust was shown and the need was urged of taking precautions, especially at this time, to lessen these accidents. The session then adjourned.

TUESDAY EVENING DINNER

The principal entertainment feature was a "Win the War" dinner given at Masonic Hall at 7 o'clock on the evening of May 28. Fully 400 dealers and guests were assembled in this large banqueting room and after the dinner was served, J. M. Blair, chairman of the Entertainment Committee of the Topeka Board of Trade, assumed the duties of toastmaster. Music was furnished by the Orpheum Theater orchestra and a number of vocal selections was given during the evening by Miss Marguerette Gohlke.

The first speaker was J. Ralph Pickell, editor of the *Rosenbaum Review*, Chicago. Mr. Pickell's subject was "Looping the World in War Time." He entertained the assemblage upwards of 40 minutes with an account of his experiences while on a Government mission last year in Japan, China, and Russia. He spoke of the customs, habits and manner of living of these races and dwelt particularly on the food situation and the future of Russia, which, he said, should occasion no serious alarm.

The dedication of the service flag of the Association by Dr. E. J. Kulp was an inspiring part of the program. The flag contained 52 stars and as the name of each soldier was called, his relatives, if there were such present, arose and were greeted with applause. Dr. Kulp said the war was inevitable and that the whole force of America must be in the conflict. There should be no place in this country for pro-Germans whom he anathematized as too cowardly even to go back where they came from.

WEDNESDAY MORNING SESSION

The Wednesday morning session opened with an address by D. F. Piazzek, vice-president of the Food Administration Grain Corporation. He said in part:

I regret to say to you that I have nothing to advise as to the probable method that will be pursued in handling the 1918 crop. When Mr. Barnes (who was unfortunately prevented from coming to address you) desired me to come on and fill the engagement, I wired back "For heaven's sake, can't you tell me some message to take to them, and he said: Simply tell them you don't know, and that you know all that I know." The plan and procedure will be developed within the next 10 to 20 days, too late, it is true, to be of advantage and benefit that it would have been if we were enabled to announce it now, but it is manifestly impossible to do that.

With a materialization of the present crop prospects in the Southwest, and anything like a fair crop in the Northwest, we should produce a minimum of 850,000,000 bushels, and I believe Mr. Hoover is on record officially as having said that with a crop of that size, he would release control. He would no longer undertake to distribute the wheat which we at least believed necessary on the rather meager crop we have just about made final disposition of. I don't believe there is one among you now (I know there were some earlier, who objected to this plan as being unreasonable and depriving the American citizen of the right to follow his own inclination in the conduct of his business) but I don't believe that anyone now can say that the plan of control was not absolutely necessary, and that it was not also beneficent.

When you stop to realize that in the six states over which I have the honor of presiding, the total wheat aggregate today is less than 4,000,000 bushels, visualize it, if you can. Our weekly grind at this time amounts to 1,453,000 bushels of wheat a weak. I am pleased to say that for the last 50 days, our shrinkage has been at the rate of 19,153 bushels per day, indicating that we are receiving from the producer direct, pretty nearly enough to keep our mills at a steady normal grind.

I don't believe that there is anyone now who will urge that Mr. Hoover's plan, in his assumption of control in wheat distribution, was an error. Can you imagine what would have become of the smaller mills if the game had been left open and everybody getting their share of it? I am just as confident as I stand here, that we would have had want, anarchy and riot in an effort to distribute. Today, we are figuratively in the land of plenty, so far as flour for our immediate needs is concerned.

We have sent to our distressed Allies out of one of the shortest crops we have ever known, 111,000,000 bushels of wheat. Had the distribution of wheat not been undertaken, do you imagine we would have had a bushel to send to our Allies, had we followed our own selfish motives? Doesn't it seem that that one accomplishment justifies everything we have done? I believe that you will agree with me that it does.

Mr. Hoover often reiterated the statement that he wanted this plan executed and carried out by men who at least knew something of what they were undertaking; secondly, because at the time when our efforts were no longer needed, to turn back to you the business which we had taken from you exactly as we found it. Mr. Hoover's sole idea and impulse is to close our desks down at the close of this war and pass it back into the hands of those from whom it was taken. There is no other idea in the minds of the men at the head of this work.

In the matter of licenses, a new plan developed. It would seem some were negligent in applying for their new licenses. A plan has been fulfilled which was largely at our solicitation, which compels every applicant for a license to do a grain business to have it pass under the criticism of our office at Kansas City, which we think is essential and necessary. Heretofore it has been asserted that our Government did not distinguish between the different classes of its citizens, but no matter who he was, he was entitled to the same regard. We have never subscribed to that view. We have felt there were localities and circumstances which preclude the advisibility of additional licenses and we hope to exercise control over these licenses, which augurs well for you who are well established.

Now, in the matter of reports; I know that is a tender subject, and I hope I will be able to escape from here with a whole scalp. I know there have been some harsh letters written by my office, and I

want to say we are not going to have any of that in the future. I am going to present our case to you and rely upon your spirit of co-operation and fine patriotism to aid me, and not get me into the trouble I have been having. It is one of the weaknesses of human nature that, if you are jumped on by someone else, if you can pass the buck, you will do it. Our reports are due in New York at 12 o'clock and as early as 17 minutes after 12, we commence to get urgent wires: "Why not your report? Incomplete details, worthless; of no value except they arrive on time, etc." I call in Mr. Warner who has charge of the statistical work and ask what is the reason these reports haven't gone out, and he says we haven't got them from the country. He goes back mad, I am mad, New York is mad. If New York gets wrong with us it is no reason what we should vent our spleen upon you, but I want to tell you we do absolutely have to have these reports. It is not a vagary of ours asking for them. I think the simplicity of our report and the apparent necessity for it should justify just a little extra effort on your part to get it to us. I am going to promise you that you will not be bothered with these sharp letters in the future, but we will keep a record of those who fail to send us reports. In this connection let me say that 50 per cent of our mail cost, at least 25 per cent of our statistical work is occasioned and made necessary by the delaying of these reports.

Grain Men and Millers on Equal Basis.

The matter of stabilizing a basis is a rather touchy subject, one that has occasioned more trouble than all the rest. I want to say to you that this next year, if we continue our operations under the same plan under which we are now working, we are going to pay strict attention to it. It is conceded and demanded on the part of Washington authorities that a fair margin of profit be left in addition to the freight charge and Federal income tax as well as a reasonable profit for handling, just what that is, we do not say, and that will be just as rigorously enforced against the grain men as the mill. There is a feeling that the mills are getting the best of it. We are going to try to eliminate that complaint this year, and I want to say further that if any of you have occasion to complain of a local situation wherein your competitor, miller or grain dealer, is exceeding stabilized prices, and you bring it to our attention, we will investigate it and stop it if we have the power, and we think we have. Incidentally, about 90 per cent of the complaints which come to my office fail of substantiation, so I want to ask you, when you do make these complaints, that you give us the details, and we will do the rest.

Maximum and Minimum Margins.

In the matter of margins, I don't know whether you have taken any official action or not. I understand you have had some discussion as to the advisibility of recommending perhaps a minimum and maximum margin. I am rather hopeful you won't do it. I have heard some complaint on this trip of the existence of feeling that I was difficult to reach; that it is hard to get to me personally, which I must concede. My time is only valuable as it belongs to you. It has been given to this work in longer hours and harder work than I ever gave to my private interests. When I tell you I receive 2,000 to 3,000 letters a day, you will realize that it is impossible for one man to read all those letters. I do want to say this, and I want you to take the asurance home, that when you have a trouble which you think should come to me personally, you can write me under personal cover, or come to Kansas City and make statement of the fact that you want to see me personally; you make known the fact, and I will see you if it takes all night and you want to stay up all night.

President Eikenberry of the Grain Dealers National Association then addressed the convention, in part, as follows:

Out in the other states, we always expect the unexpected from Kansas. I recall the last Presidential election when, much to the joy of one party and the chagrin of the other, Kansas did the unexpected thing. Of course, being from Ohio, it isn't wise for me to talk, because we both might be indicted on the same count. When we expect a big crop in Kansas, sometimes we don't have it. Sometimes when we need that crop, and the world needs it, and the safety of the world and of democracy depends on it, Kansas comes up smiling with it, so you see Kansas never disappoints us. If she says she can't do a thing, we take her word at 50 per cent, and if she says she can, we take it at 100 per cent, for she always does it in the end.

Protest Against Reports.

Now the proper course to pursue is to consider the unfinished business, and as Mr. Piazzek left me to make report on part of his subject, I will state that at a recent meeting in New York, the latter part of last month, very energetic protest was lodged with the Food Administration, of the necessity of being compelled to fill out these reports, and against the form of the reports which did not seem to fit in with any form of bookkeeping in the grain trade. I think that the Food Administration, or those who had in charge the formation of the plan of a blank on which this report was made, understood this, and were not without knowledge as a consequence of the difficulties encountered, and of the fact that many of the grain dealers were unable to make this report.

The Food Administration followed its policy of co-operating with the grain trade, and Mr. McMillan, president of the Terminal Elevators Association, and myself met and redrafted this blank. We were given authority to make it as simple as possible, only with the condition that it return to the Government the information desired. Exactly what the information that is desired may be, I am not in position to state, but in a general way I am satisfied, and I presume you gather from the tenor of the information demanded that it has to do with your profits, and it is designed that from these reports they may gather information as to margins on which you are operating, and as to probably what may be considered a reasonable margin or unreasonable margin, and whether you are guilty of profiteering or not.



A VISIT TO THE GOLDEN BELT GRAIN ELEVATOR

We were into this question of food administration at a very inopportune time. With the war beginning in April, it wasn't possible to give the question of grain distribution very great consideration previous to the time of the harvest of 1917. There was little or no time to make adequate preparation. As a consequence, the charge was made that the Food Administration plunged into the subject without properly consulting the grain trade. In other words, the grain trade had failed to receive the recognition it deserved, and the Food Administration had ignored them, and denied themselves of the benefit of the knowledge and experience of those actively engaged in the grain trade. Apparently there was some foundation for this. In reality there was none.

The Fitness of Hoover.

As time advances and we see things more clearly in the light of events after they have culminated, then we can begin to realize some of the problems that confronted the Food Administration, some of the things that hurried them along, that we could not realize or see at that time. Nobody knew so well as the members of the Food Administration the actual meaning of the danger that faced this country should our food supply be insufficient to maintain them until the next crops became available. Few of us knew in the least the problems that confronted the men on whose shoulders was placed the burden of the distribution of the shortest wheat crop we have had in years.

President Wilson never has at any time administered his wisdom to a greater degree than when he selected for the post of Federal Food Administration Mr. Herbert Hoover. We challenge the statement that any man of high occupation is fitted for that position; that we have hundreds of citizens who might occupy and fit the place fully as well as the man who occupies it at this time. I don't believe there is any citizen of the United States or of the civilized world that could have taken charge of this question and solved it as Mr. Hoover has done. I don't believe there is another man by his knowledge and previous experience so well fitted.

It has been a matter of criticism that Mr. Hoover was called here from Europe, in a way a foreigner, but think of it, no other man was so intimately acquainted with the food needs of Europe, with the food supplies, with the prospective supplies that should be produced in the 1917 crop. His experience in the Belgian relief work gave him this information accurately. It was difficult to obtain accurate lines on supplies; so that he came to the office with a complete equipment, with the actual essential and necessary needs.

Now, this was the test that confronted him, of stretching a crop that certainly promised less than 50,000,000 bushels could be considered the maximum—stretching that over the requirements for the 1917 crop. It was a test so amazingly, seemingly impossible that it almost required the re-enactment of the miracle of the loaves and fishes, and so oppressed and weighed down were the members of the Food Administration by a seemingly impossible thing that it is a matter of at least indefinite knowledge that so late as November even Mr. Hoover himself could not see the road through until the beginning of the crop year.

Conservation, a History-Making Feature.

Absolute faith he has in the nerve, sense, good judgment and patriotism of the people of the United States and it is the only thing that has carried him over. He appealed to the American nation to give up our chief bread stuff, to deny ourselves of it, that he might send it over to the allies and their armies,—voluntary, patriotic action of the American people, a course unparalleled in the history of governments—in the history of civilization. I believe, when the history of this war is written, one of its brightest pages will be the history of the conservation of foodstuffs. There is not another instance where one nation, by voluntary self-denial, has given up what might be considered its essential foodstuff that other nations might eat and live.

Your business has never passed under the control of the politicians. What I mean by politician is the man whose business it is to hold public office, and whose collateral business it is to create public office. There is no one in control or in touch with the Food Administration whose profession is such that he should be in any respect desirous of perpetuating his office.

I have no doubt, and I believe you are cognizant of the fact that there isn't a man who has to do with the control of the grain trade who would not welcome the opportunity tomorrow to lay aside his official duties and retire to his private work. So that I have dismissed any apprehensions I may have had as to the future of the grain trade, as to the condition of the grain trade after the war, as to its being changed by Government control. I believe it will come back to us just as free from Government control, and just as unchanged as before. It will not come back to us altogether unchanged after all, for our lives will be changed, our commercial system, the way we look at each other, our business and all will come to us in a new world, and will conform to the necessities and conditions of a new world wrought out by this great conflict. We cannot predict the form it will take, but I do believe that is the only change we may apprehend in the grain business.

WEDNESDAY AFTERNOON SESSION

The final session of the meeting was given over to patriotic addresses by C. C. Isely of Cimarron and Ex-Governor W. R. Stubbs, candidate for nomination for United States senator, to unfinished business, adoption of resolutions and election of officers. Both addresses were stirring in character and urged the necessity of putting everything in the country on a war basis until the present conflict was won.

RESOLUTIONS

Following a short discussion on matters connected with the business of the Association, the report of the Committee on Resolutions was given by H. Work of Ellsworth and adopted, as follows:

Help for Wheat Harvest.

Whereas, the present growing wheat crop in the state of Kansas promises a yield of from 90,000,000 to 100,000,000 bushels this year, which will be ready to harvest between the 10th and 30th of June; and

Whereas, owing to the draft of a large number of our able-bodied men to the army and the various army cantonments; be it

Resolved, by the Kansas Grain Dealers Association of the state of Kansas, now in session in Topeka, May 28 and 29, that we appeal to the United States Government for help to harvest this bountiful crop of wheat,

of which we are in such urgent need at this time, either by releasing a sufficient number of men at Fort Riley and Camp Funston to enable the farmers to secure this wheat crop promptly and in first-class condition, or aid the Kansas farmer by furnishing help from some other source. Wheat is a crop that necessitates being gathered very quickly to be secured in good condition and without waste, hence we respectfully urge that the United States Government give us help from some source.

Grain Trade Reports.

Whereas, the grain trade deprecates the demands made for multiplied reports to Government departments not allied to those essential to war activities; that said reports to Bureau of Federal Trade Relations and others are of an involved and complicated character, making requests for showing frequently not shown in any system of accounts customarily kept by country grain dealers; that their compilation demands in many instances the help not available in these arduous times, we

Resolve, and request of the various Government departments having in charge the food control that all reports demanded of the grain trade be simplified and made as practical as possible, to conform with their present method of bookkeeping, and that said reports be standardized so that copies of one report can be furnished to each department requiring the information desired. We wish to assure the various departments the desire of this Association to act in hearty co-operation with them and all their demands; at the same time we are trying to conserve on help and operate our business as economically and efficiently as possible. Reports demanded in the past have entailed in our judgment unnecessary labor and help, and anything that can be done to simplify and eliminate unnecessary repetition will be greatly appreciated. Under the present system of reports, while they all want practically the same information, each must be made independent of the other and no one set of books is practical in answering the questions of all reports, so we request these reports be standardized so that a method of bookkeeping can be adopted that will give the necessary information to all departments.

Resolved, that our secretary communicate this resolution to the heads of all originating departments of food control and Federal Trade Commission, whose necessity we concede and whose activities we approve.

License for Elevators Only.

Whereas, the Food Administration Grain Corporation requests and demands of every grain dealer regularly engaged in handling grain a license and the making out of various reports, we therefore ask that no license be issued to any person not equipped with elevator facilities, office and scales except in such cases where elevator facilities do not exist.

Loss and Damage Claims.

Whereas, the carriers of the country having served notice on grain shippers that they would not consider loss in transit claims, unless leak reports were attached to papers; and

Whereas, the carriers have appealed to the Interstate Commerce Commission to make a ruling releasing them from liability unless leak reports are attached to claim papers; and

Whereas, the Interstate Commerce Commission appointed a commissioner to take testimony, which testimony was referred to the Interstate Commerce Commission; and

Whereas, the Commission has reported to Mr. Henry Goemann of Mansfield, Ohio, that rules intended to limit the legal rights of either party should not have been presented to the special examiner because they would not be binding upon the carriers and shippers as a whole, as they are beyond the jurisdiction of the Commission to prescribe; therefore be it

Resolved, that the Kansas Grain Dealers' Association in session, this 28th day of May, 1918, recommend to the Interstate Commerce Commission that the carriers be compelled to build and maintain transfer elevators equipped with modern large capacity scales at all division points; and be it further

Resolved that all carloads of bulk grain be unloaded, weighed and reloaded at all division points; and be it further

Resolved that adequate weighing fee for the service performed be fixed by the Commission to be paid by the shipper to the carrier performing the service; and be it further

Resolved, that the secretary be instructed to send a copy of this resolution to secretary of the Interstate Commerce Commission; also to the secretary of the Grain Dealers National Association; also to the secretaries of the different state associations, asking their assistance and support in securing the order.

Non-Partisan League.

Whereas, agitations and organizations attempting to create class hatred and distrust among our people have been officially defined as German propaganda, we believe the activity of the Non-Partisan League can be so classed and the success of their program would create as great chaos here as the Bolsheviki in Russia. We congratulate the Farmers' Union and the Equity organizations and the time-tried farmers' organizations for their stand against this proposition, and ask all loyal grain dealers and patriotic citizens everywhere to warn their neighbors against this dangerous German organization.

Whereas, the Topeka Board of Trade has furnished us with an exceptionally good entertainment and delightful banquet, furnished us with the Memorial Hall as a meeting place; be it

Resolved, that we extend said Board of Trade our hearty thanks and appreciation for courtesies extended.

Pledge Support for War.

Whereas, our nation is now involved in the most desperate war ever known, menaced by the peril of Kaiserism; and

Whereas, thousands of our best citizens are called to the front in the defense of American principles; be it therefore

Resolved, by this convention that we heartily endorse our Government in the prosecution of this war to its victorious end; also be it

Resolved, that we hereby pledge our heartiest support and co-operation to all departments of the Government.

ELECTION OF OFFICERS

The election of officers resulted in the choice of J. B. McClure to succeed himself as president. E. Bossemeyer of Superior, Neb., was elected vice-president, and E. J. Smiley re-elected secretary. All directors were re-elected, as follows: W. S. Washer, Atchison; R. W. Dockstader, Beloit; J. D. Mead, Ft. Scott; J. A. Lyons, Langdon; E. L. Brown, Chester, Neb.; J. M. Rankin, Cambridge, Neb. The convention then adjourned *sine die*.

NORMAN ELLIS

The machinery trades, both grain and milling, are well represented in the war. We would not expose ourselves to the charge of exaggeration to state that there are no finer or braver set of men



NORMAN ELLIS

to represent America in the present world's conflict than those who have left these industries to battle with the Huns. There has recently left Chicago, to join the Canadian engineers, Norman Ellis, whose portrait is given accompanying this short sketch.

Mr. Ellis has been for years secretary of the Ellis Drier Company of Chicago and closely identified with the manufacture, sale and installation of these well known machines. He was born at Brantford, Ont., 30 years ago and is the son of Wynne and Annie Ellis. The elder Ellis left Ontario when Norman was three years of age and settled at Detroit, Mich. He remained there the brief period of two years, after which he removed to Milwaukee, Wis., where his three sons were raised. Norman attended the public schools of Milwaukee and took a course also in engineering in the University of Wisconsin at Madison. He has been engaged continuously since leaving the university in drier work.

His close application to engineering problems has made him peculiarly fitted for the military duties he has assumed and on which he will soon be actively engaged.

Mr. Ellis is now at St. John's Quebec, and expects soon to depart with his company for active service in France. His many friends, both in and out of business circles, all wish him God-speed and good luck in his help in promoting the freedom of the world from its present frightful menace.

INSPECTION PROBLEMS

Charles J. Brand, chief of the Bureau of Markets, has sent a letter to each terminal market, calling attention to the difficulties in inspection during the last year, the methods instituted to improve it, and suggesting a conference with the trade before the new grain moves. The letter is as follows:

A letter identical with this is being sent to the Secretary of each of the principal grain exchanges in the United States. Its purpose is to solicit the co-operation of the grain trade generally in an effort to bring about, as near as may be, a correct and uniform application of the Federal standards for shelled corn and wheat, in connection with the movement of this year's crops.

Two crops of corn (1916-1917), and one crop of wheat (1917) have been marketed under Federal supervision of inspection, as provided for by the Grain Standards Act. Little or no complaint was registered against the inspection and grading of the 1916 corn crop, due in part no doubt, to its excellent quality and condition. Complaint against lack of uniformity between markets has been registered, however, in connection with the inspection and grading of the past year's crops of corn and wheat. The fact that last year's corn crop was, from the standpoint of quality and condition, one of the poorest on record, and therefore, difficult to grade, accounts in a large measure for the complaint registered against its inspection and grading. With respect to wheat, the complaints may be attributed mainly to two principal factors: 1, The elimination of an open competitive market, and the establishment of a fixed price for wheat based upon the grade therefor, a condition unprecedented, due to the world war; 2, The application by inspectors, as well as the grain trade, of an entirely new set of standards.

The work of this Bureau to date, in the enforcement of the Grain Standards Act, has been of necessity confined largely to organization, involving the establishment of 35 field offices in the principal grain markets of the country, the employment under Civil Service regulations and the training of a large number of competent men to act as grain supervisors and grain samplers. Amendment of the original standards for wheat to harmonize more closely the desires of the producers with those of the trade, together with the greatly increased pressure of work brought upon the Department due to war conditions, also has interfered with certain plans which the Department has been considering with a view to obtaining greater uniformity and a more correct application of the Federal standards.

It is fully realized that it is all-important to the grain industry that the standards under which the grain is marketed be correctly and uniformly applied to all markets. To this end the Bureau is working with all the power at its command. The several districts of Federal Grain Supervision which include markets handling grain of similar kinds of classes, have been grouped into Divisions, six in number, and a competent grain supervisor assigned to each Division, with the title "Division Supervisor."

Division 1 comprises the Atlantic Seaboard Markets: Boston, New York, Philadelphia and Baltimore. Laurel Duval has been assigned Division Supervisor, with headquarters at Philadelphia.

Division 2 comprises the markets Pittsburgh, Atlanta, Louisville, Cincinnati, Indianapolis and Peoria. C. A. Russell has been assigned Division Supervisor, with headquarters at Indianapolis.

Division 3 comprises Buffalo, Cleveland, Toledo, Detroit, Chicago, Milwaukee, Minneapolis and Duluth. C. F. Phillips has been assigned to this Division with headquarters at Chicago.

Division 4 comprises Nashville, St. Louis, Cairo, Memphis and New Orleans. Philip Rothrock has been assigned Division Supervisor, with headquarters at St. Louis.

Division 5 comprises Omaha, Denver, Kansas City, Wichita, Oklahoma City, Fort Worth and Galveston. E. L. Morris has been assigned to this Division, with headquarters at Kansas City.

Division 6, the West Coast Division, comprises Spokane, Seattle, Portland, San Francisco and Salt Lake City. B. J. Stubblefield has been appointed Division Supervisor, with headquarters at Seattle.

It will be the duty of the Division Supervisor, not only to investigate variations which may occur in the grading between markets with a view to securing a uniform and correct application of the standards, but also to maintain a close contact at all times with all elements of the grain industry in his Division for the purpose of otherwise assisting them in securing the benefits of the Grain Standards Act.

For the purpose of discussing grain grading problems, I feel that a conference, prior to the movement of this year's crops, at which a representative committee of your exchange and representatives of this Bureau could take up in detail matters pertaining to inspection and grading of grain too involved for satisfactory handling by correspondence, would be of benefit to the grain trade as well as to this Department. In the event this plan meets with your approval, I shall appreciate an early reply to this effect, upon receipt of which action will be taken to arrange a definite date for conference. An expression by you as to the most convenient time for such a meeting in your market will also be appreciated.



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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Chicago, June 15, 1918

United in the Service of Our Country

A PREMIUM ON HOARDING

THE Committee on Food Production and Conservation of Indiana recently passed a resolution suggesting that the Government arrange to compensate the farmers for carrying wheat on their farms during the year so as to insure a gradual marketing instead of a congestion at harvest time. R. H. Drennan of Oklahoma City makes a more specific proposal. The price set by the President to apply July 1. On the first of August the price to be 1½ cents more, and so on, increasing in value to the farmer 1½ cents each month. ¶ One and a half cents a month is probably a low basis for the cost of farm storage, as losses are considerably more than in a properly equipped elevator, but to the average farmer that 1½ cents per month looks like clear profit and he would hold his grain till a prospective new crop crowded it out of his storage. The proposition defeats one of the principal aims of the Food Administration: Getting the wheat into visible supply at the earliest possible moment after harvest. ¶ The objections to the plan do not apply to licensed country elevators who should have ample compensation for carrying wheat for the Administration, and who during the past year lost considerable money through their inability to get cars. ¶ Another angle of the problem also should be considered. Terminal elevators went through the past season practically empty, the country houses and the mills carried the grain through the season. The terminal elevators of the country have a capacity of 235,913,000 bushels, which will take care of a great part of this year's surplus. ¶ Ocean shipping will be improved considerably by next winter and our inland waterways are rapidly being equipped to help the railroad congestion. The danger of glutting the market at harvest time is a less serious matter than the withholding of wheat.

THE TRADE TAKES HEART

PROMISE has been given that radical changes will be made in the regulations of the Food Administration Grain Corporation if the wheat crop turns out more than 850,000,000 bushels. As much as possible of their former control will be returned to the grain trade. The price has been set. That cannot be changed, but hedging can be restored, with necessary restrictions, and the crop will move more nearly in its former channels. ¶ And now the Department of Agriculture in its June report brings the cheering news that wheat prospects are for 931,000,000 bushels, with the 587,000,000 bushels of winter wheat practically made and the 344,000,000 bushels of spring wheat in a condition of 95.2, which is 3.6 better than this time last year. Oats promise 1,500,000,000 bushels; barley, 235,000,000; rye, 81,000,000 bushels, and hay, 107,000,000 tons. This will be as welcome news to Kaiser Bill as when the marines spanked the Huns at Chateau Thierry.

TROTSKY AND TOWNLEY

THE Russian revolution, which ended the career of the Romanoffs and for a time promised a liberal republic in eastern Europe, was brought to disaster through the ambitions of Leon Trotsky, the leader of the Bolsheviki, or extreme socialists. Russia had been accustomed to absolute autocracy. Under the brief rule of Kerensky absolute democracy held sway. ¶ When members of the Czar's official staff were brought as prisoners before the soldiers and workingmen's council, cries were raised for their immediate execution, but Kerensky leaped upon a table and with his compelling logic and oratory declared "No, that is what the Czar did. We will do nothing as it was done under the autocracy." The phrase was accepted as the slogan of the revolutionists. ¶ But Trotsky was of a different mind. He believed in democracy, of a violent sort, but he believed it should be brought about in his way, which consisted in shooting down all who disagreed with him. He gained control, started his shooting, and now everybody is doing it in that unfortunate country. Anarchy is rampant, so rampant that no one has time to work in the fields and before another winter is past famine will rule the land. ¶ In our Northwestern states the Bolshevik doctrine is spreading rapidly under the leadership of A. C. Townley. They have not resorted to shooting because Uncle Sam believes in law and order and Mr. Townley is not yet quite as big as Uncle Sam. But he has resorted to every other means to gain followers to his red banner. In alleged behalf of the interests of the former he makes use of class hatred, jealousy, avarice, suspicion and fear as aids in his campaign, but all the time carefully controlling the growing organization, which he calls the Nonpartisan League, so that its hundreds of thousands of dollars pass through his hands. ¶ at any time the red socialistic doctrine of Townley would be dangerous, but while we are at war it is little short of treason. Now, when every effort of the country should be to aid the Government in the prosecution of the war, Townley is quoted as declaring for peace; when only by fullest co-operation can our strength be made effective, Townley tries to array country against city, class against class; when every patriotic instinct cries out for work and sacrifice for the common good, Townley urges a class organization for selfish gain. In this Year 2 of our great war A. C. Townley of North Dakota is the most dangerous influence in the country.

LOST MOTION

CHARLES J. BRAND, chief of the Bureau of Markets, in a letter appearing on another page of this issue, suggests that a conference be held between representatives of the grain exchanges and representatives of the Bureau, "to take up in detail matters pertaining to inspection and grading of grain too involved for satisfactory handling by correspondence." Such a conference would be of value, but why not take advantage of a conference ready made? ¶ Mr. McAdoo raises passenger rates to cut down travel, Mr. Garfield tells us to help the railroads save coal, Mr. Hoover preaches saving time and money, as well as food, why do not Messrs. McAdoo, Garfield and Hoover tell Mr. Brand that the Council of Grain Exchanges, with accredited representatives from all the leading exchanges, will meet in Chicago on June 17 at the Hotel LaSalle, and that the conference he proposes could easily be combined with this, to the advantage of everyone concerned?

ADVERTISING EXPERT WANTED

CERTAIN men in public life have a genius for advertising themselves or getting their friends and enemies to do it for them. It is the strongest assest of more than one politician. Temperament and personality are at the base of it, and with these in proper proportion the rest is comparatively easy. ¶ It is more difficult to advertise one's work and keep the personality hidden. Mr. Hoover has been a wonder at this. Before he took charge of relief in Belgium he was practically unknown outside of his profession. It served the purpose of the Belgium Relief Committee to exploit him as an American in order to interest us and our dollars in the work, but even so, when he came to this country to take charge of the Food Ad-

ministration not a handful of men knew anything about him except that he was a success. But we knew considerable about Belgium, and his work of publicity in connection with the Food Administration has been marvelous. And still we know very little about Herbert Hoover, the man. There is great need for a Mr. Hoover in the Department of Agriculture. The work of that Department is just as picturesque, just as revolutionary, and has just as much news value as the work of the Food Administration, but it is buried as fast as it is created in the deadly uninteresting technical bulletins which are issued by the Government. Songs have been written about saving food, but can you imagine a popular song on "Bulletin 142, Principles of Nutrition and Nutritious Value of Food?" Scientists, with a few notable exceptions, seem to think it undignified to be popular. Most of them dislike even to be understood. Get the capable Department scientists to gather the data, then let Mr. Hoover or Billy Sunday write about them and have them illustrated by McCutcheon, Herbert Johnson or Clare Briggs and the millenium of the farmer will be with us.

TENTATIVE RULES FOR NEW CROP

ANNOUNCEMENT comes from New York as we go to press, that the conference of the Grain Corporation officials with the Advisory Committee of the grain trade, developed the belief that the crop prospects warranted restoring to the trade practical control of the commerce in grain. President Wilson will be asked to supplement his proclamation of February 25 to this end. ¶Only tentative plans have been announced, as the entire program will have to be approved by the President, but indications are that the minimum price for wheat, set by Congress, will be the only price limitation; that future trading will be resumed with limits as to volume; that the limiting of manufacturing profit on flour will be retained, but mills may use their judgment buying raw material and marketing their products with certain restrictions. ¶This would give the trade a fair range of opportunity in buying and selling grain, the whole structure being supported by relative market buying basis, at which the Grain Corporation would stand prepared to absorb any surplus offerings of wheat. ¶These rules are only suggested but indicate the line the new regulations will follow. They will go into effect July 1.

POLITICAL GRAIN GRADES

HALVOR STEENERSON on April 27 introduced a new bill in Congress which provides for a Grain Grading Board of seven members, appointed by the President from lists submitted by the Governors of the seven principal wheat states. This Board shall pass upon all grades of grain proposed by the Secretary of Agriculture. ¶This bill is some improvement on the Anderson Bill which would give a state-appointed board power to make grades, but it retains the chief objection, that the Board will be political and will be concerned, not with an idea of satisfying the needs of millers and consumers, but simply with giving every possible advantage to their particular constituents. A political appointee can exercise unbiased judgment, but in 99 per cent of cases he does not. Politics is a business, and the professional politician's chief concern is in making that business profitable by perpetuating himself in office. To put as important a commercial function as grain grading into the hands of politicians would open the door to more abuses than the farmers or the grain trade ever dreamed of. ¶The present method is the only practical way of fixing the grades by investigating all conditions through the efficient organization of the Department of Agriculture and making the grades conform scientifically to those findings.

CAR THIEVERY TO BE STOPPED

GRAIN thieves operating in railroad yards have been plying a profitable trade during the past year, for a sack of wheat at present prices made a trip to the yards worth while. So far as we know there is no record kept of borings in grain cars, but scattered reports that are issued from time to time indicate that the number is very large, and in a great many cases accounts for the invisible loss in apparently clear record cars. ¶But now the Federal Railroad Administration is going to put an end to it. A Property-protection Section has been created. Philip J. Doherty, former interstate commerce commissioner, has been put at the head, and it is his intention to make freight shipments as inviolate as the U. S. mails. ¶Only a very desperate or a very foolhardy man would tamper with Uncle Sam's mail bags, and the reorganized detective forces which the new section will have at its disposal will discourage further attempts at petty larceny in railroad yards. ¶The Government has established a reputation for capturing and punishing mail thieves regardless of the size of the haul, and if the same efficiency is realized in catching freight train thieves thousands of bushels of grain a year will be saved to the shippers. While grain thieving is done largely by foreigners, through ignorance of their responsibility to the laws, a few prosecutions in Federal courts will do much to enlighten them.

A SOURCE OF LOSS

THERE is no way to estimate the amount of grain that is lost each year from leaking cars. Claims for thousands of bushels are filed each year, but this represents only a fraction of the actual losses, as the small losses are disregarded and there is no way to check the amount that dribbles from the cars shipped from stations where there are no shipping scales, or where the facilities are obviously inadequate. ¶The report from the weighing department of the Chicago Board of Trade shows that 16.3 per cent of the cars received are reported as leaking. St. Louis reports 17.55 per cent, or more than one-sixth of all grain cars received at these two markets. ¶Less than one-fourth of the leaks occur at the doors, but it may well be that these leaks represent over a quarter of the grain losses, for when a grain door leaks it is liable to spill more grain than a weakness in the sides or end of the car. Hundreds of grain doors have been invented and several roads are now testing out a corrugated iron door that appears to be a great improvement and if it proves so will be a permanent equipment on all box cars. ¶For the present at least there can be no hope of much improvement in the condition of cars. Rolling stock is in such demand that every car is used till it is more fit for the junk pile than for carrying grain, and grain shippers are using cars that ordinarily would be rejected. When such cars are used they should be thoroughly coopered and in most cases lined with a good car liner. In these days of grain scarcity 16 per cent of leaking cars is far too high a percentage and results in losses of grain that cannot be spared.

THE NORTHWEST AND OUR BREAD SUPPLY

LAST year the spring wheat states, Minnesota, North and South Dakota and Montana, produced 183,952,000 bushels of wheat. The average per acre in the four states respectively was 17.5, 8, 14 and 10.4 bushels, an average of 12.5 bushels, taking the four figures as a basis, but less than that in reality, for North Dakota had an acreage nearly equaling the next two highest and had the lowest average production. Figures do not always tell the truth. ¶After two discouraging seasons in the Dakotas it would not be unnatural that the wheat acreage should show a material falling off, in spite of the high price of wheat. But the energetic work produced plenty of seed and Dakota farmers will have as many acres planted this fall as last, not only because it is a way to serve the nation in winning the war, but also because the statistics show that at no time in the past 20 years have low yields been produced for more than two successive years, and that where two lean years have come together they have been followed by one far above the average. Following 1910-11, the two lowest in North Dakota's history, the yield jumped in 1912 to 18 bushels per acre; and again in 1915 it reached 18.2 bushels after two years below average. ¶So patriotism and the law of averages join hands in indicating a large acreage of spring wheat this year. But in those sections where seed is scarce or of questionable quality, there remain substitutes which are of only little less value than wheat. Rye and barley wherever possible should have precedence.

By an agreement among elevator owners in Canada, all houses, not occupied with shipping needed grain, were closed during seeding time so that operators could assist in farm work. This also applied to employes of members of the Winnipeg Grain Exchange. Grain firms dismissed as many employes as they could spare, paying the differences between their regular salaries and what they received for their farm work.

EDITORIAL MENTION

Guesswork is a thing of the past at country stations.

Remember the freight rate advance goes into effect June 25.

A good grain cleaner keeps many friends that the dockage sieves might scare away.

Indications are that the order abolishing lower intrastate rates will be rescinded and that the 25 per cent interstate advance may have some modifications.

The dockage question will be closely watched by the authorities this year. Make a practice of finding the correct dockage for every load of wheat you take in and you will not need to worry.

The last chance to clean up before the elevator fills up. Don't have a frayed belt that may break when you need it most, nor a worn bearing, nor a shaft out of line. Now is the time to get ship-shape.

The objections which have been raised against the Government distribution of seed are based on considerations which appear small and selfish compared with the great good the seed campaign did in many parts of the country. Our crop prospects would be less favorable today without this aid.

If a margin of profit is set for country elevators it will have to be high enough to include the most costly operations. The Grain Corporation cannot afford to put any elevators out of business. That would mean that some houses would make very large profits. Better leave it alone for natural adjustment.

Hay men will be interested in a special exhibit at the Food Show in New York, which shows that 20,000,000 horses in this country require 100,000,000 acres of land to feed them each year, and that 75 per cent of the work the horses do could be done by motor trucks. This is good war propaganda, but after the war horses, to a large extent, will again come into their own. Farmers are fully aware of the sad fact that trucks do not have colts.

The Department of Agriculture has analyzed the prices for various grains, and has found that in spite of the high price of the coarse cereals the percentage of increase is largely in favor of wheat. The average price to farmers for three pre-war years for wheat was $.869; now it is $2.006, or an increase of 131 per cent. The pre-war price for corn was $.665; now it is $1.388, or an increase of 109 per cent. Oats were $.404; now they are $.787, or 105 per cent increase. Barley was $.642; now it is $1.319, or an increase of 105 per cent. Why sow other grains on land that will grow wheat when the wheat price is guaranteed and the others are not?

The concrete barge promises to become an important factor in grain transportation in the near future, if the trade will meet the project half way. There would be no leakage at any rate. Concrete barges have been in use since 1849. Experiments are now under way with concrete ships of large tonnage.

Equity Farmers Elevators of Montana have organized a company, capitalized at $1,000,000, to take under one management all the farmers elevators of the state. If properly managed this will make a powerful corporation and a real economic advance. It is to be hoped that the new company becomes a part of, and not an antagonistic force against the regular current of the grain movement.

The Hudson Bay Railroad will be completed in about two months and a considerable portion of Canada's new crop will probably be shipped by that northern route. With Vancouver in the West and Nelson on Hudson Bay, ready to handle export grain, the ports on the Great Lakes may feel a slump in the grain traffic unless production increase keeps pace with new avenues of distribution.

An elevator owner at Little Rock, Iowa, has been driven from town. He was accused of being a German sympathizer and of making seditious statements. There should be no place in our democracy for the operation of mob law, but until Congress enacts legislation which will provide adequate penalties for hostile acts within our borders, the united action of indignant citizenship will not be frowned upon severely. The quickest way to stop mob violence is to make it unhealthy for alien enemies to further Hun atrocities in this country.

The Government has fixed the price which manufacturers may charge dealers for binder twine. Prices are based on sisal, 500 feet, in car lots of 20,000 pounds or more. For lots of 10,000 to 20,000 pounds one-eighth cent is added; and for lots of less than 10,000 pounds one-fourth cent is added. On this basis the prices are: Sisal (500 feet), 23 cents; standard (500), 23; standard manila (550), 24¾; manila (600), 26; mixed (650), 27½; pure manila (650), 29, F. O. B. Mill. The cheapest twine per 100 feet, is the "mixed" which is 2.4 cents cheaper than sisal.

According to the statistics of the Grain Dealers National Mutual Fire Insurance Company, in spite of incendiarism, in the territory between the Mississippi and the Rockies there were 120 total losses to elevators in 1917, as against 124 for 1916; 113 for 1915; and 116 for 1914. In the Northwestern states, North and South Dakota, Minnesota, Iowa and Nebraska, there were 85 total losses in 1917; 86 in 1916; 79 for 1915; and 98 for 1914. While the averages are fairly good compared with former years, the need for preservation is much greater and only increasing vigilance will make your property safe.

The increase acreage in wheat in France this year promises a gain of 40,000,000 bushels over the production of 1917. In England also the acreage is increased, but as all Europe is living practically without a reserve, the demands from this country will be greater than ever, if the full efficiency of all Allied countries is to be preserved.

A RECORD-MAKING COUNTRY ELEVATOR

The Farmers Grain Company of Latham, Ill., recently established two records which, for country elevators of 40,000 bushels' capacity, may set a mark for some time to come. In six hours and 20 minutes it loaded out 12,544 bushels of corn while it was receiving at the same time 2,500 bushels by wagon. This is one record. The other is that they got eight 80,000 capacity cars at the same time to load into. At this time the second record is even more remarkable than the first, but the fact remains that to load out and in this quantity of grain is an accomplishment which speaks highly for efficiency of the operator and for the admirable plan of the house.



PLANT OF THE FARMERS GRAIN COMPANY, LATHAM, ILL.

The elevator was built in 1912 by the Reliance Construction Company of Indianapolis. It is an iron clad cribbed construction house, and is so designed that the maximum speed in handling all grain can be attained. This is an important factor in economy of operation.

The power is supplied by a 50-horsepower kerosene engine and they will soon let a contract for a motor which will be used to handle small grain. A Western Gyrating Cleaner puts the grain in condition to load and a modern car puller does the switching.

CANADIAN WHEAT CROP ABOVE

Crop reports showing actual present conditions recently issued by the Dominion Statistics Branch for the Saskatoon District convey gratifying information. Wheat crop conditions are far above the 5-year average. Leaf growth now covers the fields in many sections. Growth, June 1, is estimated at 25 per cent increase over last year.

Acreage in oats is compared on the ratio of 110 for 1918 on a basis of 100 for 1917, but crop conditions for oats are 95 per cent as compared with 100 last June, due to cold backward weather.


F. W. JAEGER
Toledo.

NEWS OF THE TERMINAL MARKETS


G. B. VAN NESS
Chicago.

ELECTION AT FORT WORTH

At the recent annual election on the Fort Worth Grain & Cotton Exchange of Fort Worth, Tex., Douglas W. Smith was elected president; Bert K. Smith, vice-president; Charles Little, R. K. Whitty and R. I. Merrill, directors.

GOOD WORK

Milwaukee grain shippers have been informed that through freight rates on bulk grain from Milwaukee, Wis., to Eastern trunk line points, will be fixed for the navigation season on a determined differential basis under all-rail rates when shipped via boat to Lake Erie ports. This will result in releasing Western cars at Milwaukee and at the same time lessen the sending of loaded cars through the congested Eastern districts.

WILL LOOK AFTER TRANSPORTATION INTERESTS

Plans are being laid for the organization of the Interior Terminal Markets Joint Traffic Committee by the traffic managers of the Milwaukee Chamber of Commerce, Chicago Board of Trade and other primary market grain exchanges. The purpose of the organization is to take concerted action on transportation matters of common interest to all the markets.

COATS OFF!

[On account of warm days President Ballard of the St. Louis Merchants Exchange has granted coats off before June 1.]

Take off that coat, quoth the president,
The Spring is here, the days are warm—
At my behest,
To show a vest
Will surely do to no one harm.
Sell corn and oats
Without your coats—
Those who refuse are naught but goats.

PATRIOTIC BOARD OF TRADE

Very interesting statements were made by Hiram N. Sager, vice-president of the Chicago Board of Trade, in a speech delivered at the annual banquet given to the Illinois Grain Dealers Association at Chicago in May.

He gave the number on the roll of honor which includes members, their sons and employes of the Board, at 1,264 men. The Board of Trade Signal School has graduated 911 men and 311 are now in the class. Members of the Board have contributed $7,091,377 to the Liberty Loans, Red Cross and Y. M. C. A. This does not include the first Liberty Loan. In addition to this the Board contributes $450 per month regularly for smokes for the Sammies abroad.

"THE GRAND OLD MAN"

Kenton D. Keilholtz, junior member of Southworth & Co. of Toledo, Ohio, gratified hosts of friends of this firm May 29 by mailing each a portrait of the senior E. L. Southworth. It is a good likeness as well as the story that accompanied it. If we could improve the latter we would gladly do so. We cannot. Therefore it follows:

"Seventy years used to be considered a ripe old age, but in these days when everything is higher they'll have to raise the maximum, at least as far as Mr. Southworth is concerned, for he's far from being an old man, even though Father Time does chalk up 70 years against him on the Great Board, May 31.

"Perhaps people who don't know the senior of Southworth & Co. think he's been an old man for years, for as long ago as when I entered his employ, his friends called him "Old South" and the "Grand Old Man," simply because he had been in the trade for so many years and had accumulated much of the wisdom that's supposed to belong to mature years.

"He's not old at seventy. He never will be old. He stays young. He has a young heart. He has the smile habit, the best habit in the world.

"When the junior of the firm used to feel the weight of business cares—that was years ago—he'd say, 'Close your desk at night, and don't open it until morning.'

"When we used to confess to some bonehead play, he'd only say, 'Well, they can't hang you for it.'

"For all that, he has a long and useful record. The oldest member of the local 'Change in point of


E. L. SOUTHWORTH

years, also in years of membership. A director continuously for many years. Twice president of 'Change.

"Years ago he applied for membership on Chicago Board of Trade. 'Have you always paid 100 cents on the dollar?' he was asked. 'Yes, and often 125.' He was admitted and has been a member ever since. A good doctor was spoiled when he entered the grain trade, but his friends say a good grain man was made. Southworth & Co. was 'begun in '81.' Junior was lucky enough to be signed as office boy in 1902, and this has been his home ever since. Feels it has been a privilege to work alongside his senior.

"Long ago Mr. Southworth gave this piece of business advice: 'Tell the truth to three people: your doctor, your lawyer and your banker.' This appears to be a good recipe for a long and successful life. He always observes it except when telling his latest fishing story.

"Unbeknownst to him, I'm sending you this picture of Mr. Southworth, as I believe you'll like to have it. It was taken several years ago. He looks somewhat younger now. Know you join our organization in wishing the 'Colonel' future years without 'restrictions' or 'limits.'"

INSPECTION DEPARTMENT ENLARGES

The Kansas State Inspection Department has taken an additional room on the ground floor of the Board of Trade Annex, Kansas City, Mo. It will be used for the moisture testing department and will be furnished with thoroughly modern equipment.

STOMACH PATRIOTS

Are you a wheat patriot? No-wheat pledge is now the fashion. Allies can't eat prospects. They need actual wheat. Hoover estimates only 56,000,000 bushels available until new wheat comes in. One-half must be sent abroad. Domestic consumption must be cut to one-third of normal. Leading Toledo grocers have pledged not to sell any wheat products during this period. Toledo bakers will produce wheatless bread. Corn flour becoming our national emblem. Stomach patriots are wanted. There are plenty of wheat substitutes. Use them. Mother Nature is on the side of the Allies. Present prospects suggest larger supplies for coming year. Continued economy necessary. United States will try to build up large wheat reserves. Will follow Egypt's plan of 6,000 years ago.—*Southworth & Co., Toledo, Recent Weekly Market Review.*

UNUSUAL RESERVES FOR ALLIED GOVERNMENTS

"The total wheat acreage is 58,075,000, and the indication on the averages used by the Government is for a total crop of 948,000,000 bushels, and on soil conditions indicates a crop of 1,020,000,000 bushels, which if secured would equal the big crop of 1915. The requirements of this country for bread and seed on war basis does not exceed 500,000,000 and there is a promise of a surplus far in excess of the entire European requirements. Considering the excellent promise of a larger acreage in Canada, and the larger crop harvested in the southern hemisphere several months since, the Allied Governments are like to have unusual reserve of wheat against future crop failures. The fixed price will be maintained, and this will avoid waste in the use of handling of the grain."—*Clement, Curtis & Co., Chicago.*

WHEAT FUTURES DESIRABLE

Wheat futures are desirable. Look at rye and barley. They have been wild and erratic because there was no trading in futures to stabilize prices. Look at corn and oats since trading in futures has been allowed on a legitimate basis. They have behaved in a reasonable, desirable manner, affording protection and meaning actual delivery on contracts. Wheat futures were disrupted in May, 1917, by conditions which can never prevail again. Famine hysteria and competitive buying by foreign governments and their friends caused the trouble. Our exports are being regulated. Foreign buying will continue to be controlled by one buyer during the war. There can be no senseless famine hysteria on the next crop. Providence smiles. World promises a larger wheat crop. Our crop will be over 900,000,000 bushels or 250,000,000 more than either the 1917 or 1916 crops. It will require all the machinery of the trade to market it successfully and for the best interests of all concerned. Farmers must be accommodated when they have the time and wish to sell. Terminal elevators will all be needed. Who generally carries the stocks in them? Wheat crop will be a two billion dollar affair. Who will finance it with the probable money conditions?

If the guarantee is only for farmers would not futures be desirable to protect the millers and dealers? Cannot the Advisory Committee assist Colonel Barnes and Major Crowell to develop a plan for renewing trading in futures which would be desirable and acceptable to General Hoover? Great men change their minds. Changed conditions are facing the grain world for the new crop. Progress. —*C. A. King & Co., Toledo. Late Special Market Report.*

THE CORN SITUATION

This week's issue of the *Rosenbaum Review*, published by the J. Rosenbaum Grain Company, Chicago, says:

"Corn situation shows little change. There have been excess rains in many sections and cultivation is being badly delayed. Fields are getting quite weedy in consequence, and where planting was completed recently, there will have to be much replanting. This is particularly true of the states north of the lower Ohio and Missouri River Valley. But it is seldom that rains in June ever caused any great damage to the crop, and there is an immense moisture reserve being accumulated. Low lands in parts of Iowa are flooded. The leading private reports suggest that the acreage in corn this year will be around 117,000,000, compared with 119,755,000 acres last year, and is the largest on record with that exception.

"Eastern demand for the cash article is very slow, and resales have materially exceeded fresh purchases of late. The sample market has declined generally, especially some of the very poor kinds, although there was a better undertone prevailing at the close of the week. The movement while fair, has not been up to the general trade estimates, and will hardly be so for some time, as the delay in cultivation will cause farmers to delay hauling until they have got rid of the weeds."

A "WAGNER" OUTLOOK

"Financial journals literally bristle, radio, scintillate and reverberate war preparation news on a 300 per cent scale.

"June problem—'Sentimental value of corn and cats, basis of $2.20 wheat and 15½c hogs.'

"England, France and Italy again claim large gains in general crop prospects but Russia apparently faces a new wheat crop, 40 per cent below normal.

"Cash grain men think the after planting run of oats may run below anticipation, due to excess farm work and the oats decline during May.

"After four years of war and marvelous taxes some English newspapers denounce 'impudent profiteering.'—This may be a side light on United States taxation moves.

"The corn market presumably turns on the volume of June receipts. It is the fashion to anticipate moderate arrivals due to extra farm work.

"Eastern rumors of price fixing abandonment in some lines look preposterous—and are opposed by steady general supply control of the Allies.

"The corn world is hardly decided as to a representative level for No. 4 on this crop.

"Difficulty of making No. 4 (deliverable) corn in quantity may be a feature in creating occasional bulges.

"A review of the after-planting run of the last three big corn crops shows—1916—large (Chicago) receipts July and September; 1913, big receipts June and September; 1911, huge receipts June and September.

"To June 11 new crop reports show a remarkably persistent chorus of 'good start' with liberal progress.

"The crop appears to be hastening toward a July 1 condition of 82 to 84—a reasonable full average." —*E. W. Wagner & Co., Chicago, Special Letter of June 12.*

THE Quaker Oats Company of Chicago, Ill., donated $50,000 to the Red Cross Fund. It was given by James Murray, head of the the cash oats department, being credited to the contribution of the Chicago Board of Trade.

SECRETARY SCHUH JOINS THE NAVY

It has been but a short time since the Cincinnati Grain and Hay Exchange ceased to exist as a subsidiary organization of the Cincinnati Chamber of Commerce and spread its wings for an unaided flight on its own account. This flight gives every indication of soaring high and far. Consisting as it does of such a large number of responsible firms and officered by splendid and experienced men, the Cincinnati Grain and Hay Exchange has already impressed upon the people of Cincinnati and the grain trade of the tributary states that it has taken its rightful place as one of the city's foremost business organizations. The new Exchange chose D. J. Schuh as executive secretary and manager, but on June 7 Mr. Schuh answered a higher call, that of patriotism, and enlisted in the naval reserves, going first to Camp Taylor and then to the Great Lakes Training Station.

Mr. Schuh during the past 4 years, was associated with W. C. Culkins, former executive sec-



D. J. SCHUH

retary Cincinnati Chamber of Commerce, as his assistant. During that period he also served as acting secretary for the Grain and Hay Exchange of the Cincinnati Chamber of Commerce. He also served as assistant secretary of the Ohio Valley Improvement Association, a voluntary association organized to promote the development and improvement of the Ohio River from Pittsburgh to Cairo. This organization had its headquarters at the Chamber of Commerce and Mr. Culkins and Mr. Schuh contributed no little to its accomplishments. Since last September and until the grain merchants retired from the Chamber, Mr. Schuh filled the office of Regimental Sergeant-Major of the Cincinnati Home Guards.

Mr. Schuh, albeit a young man, has enjoyed a wide business experience and has demonstrated his executive ability in a manner that leaves no uncertainty as to his rapid promotion in Uncle Sam's service. His place on the Exchange will be filled by Samuel S. Reeves, traffic manager.

CHANGES IN MEMBERSHIP

Baltimore.—The following are new members in the Chamber of Commerce: Ralph Harris of W. E. Harris & Son and Frank M. Turnbull, of Taylor & Bournique Company of Philadelphia, Pa. Philip A. Small of the P. A. & S. Small Milling Company of York, Pa., has withdrawn his membership in the Exchange. Reported by Secretary Jas. B. Hessong.

Chicago.—M. D. Marlett, Alfred Hill, Clarence E. Fox, Chas. Solmgen and Geo. E. Cramer have been elected to membership on the Board of Trade while the memberships of C. S. Dines, O. P. Spielmann, Philip W. Seipp, Charles L. Raymond and John B. Turner have been transferred. Reported by Secretary John R. Mauff.

Peoria.—Memberships on the Board of Trade have been granted to Geo. H. Kreiger of Tyng, Hall & Co., and Robert F. Mueller of Mueller Grain Company, both of Peoria. Reported by Secretary John R. Lofgren.

San Francisco, Cal.—Richard C. Hyland, 233 Sacramento Street, San Francisco, is a new member in the Grain Trade Association. L. B. Hart, Insurance Exchange Building, San Francisco, has resigned his membership in the organization. Reported by Secretary D. Belknap.

Toledo.—Directors of the Produce Exchange have granted Philip Horn of Monroeville, Ohio, membership in that organization. Reported by Secretary Archibald Gassaway.

Wichita.—W. F. McCullough has disposed of his membership in the Board of Trade to C. M. Clark. Reported by Secretary R. B. Waltermire.

New York.—James T. Connors of the Brainard Commission Company, W. C. Schilthuis of Schilthuis & Co., and Ernest Nattkemper of the American Hominy Company were recently granted memberships on the Produce Exchange.

TERMINAL NOTES

W. A. Rooke is representing Logan & Bryan of Chicago, Ill., on the St. Louis Merchants' Exchange.

The Leith-Anderson Grain Company, Ltd., Winnipeg, Man., has been granted a Dominion charter to conduct a general grain business.

The Ernst-Davis Grain Company of Kansas City, Mo., is now being represented in the Southwest by C. E. Stuart, of Ford.

M. E. Toberman of Toberman, Mackey & Co. has joined the defenders of Uncle Sam and is now at Camp Dodge, Iowa.

The Holdridge Grain Company of St. Joseph, Mo., has engaged L. W. Kennedy to represent them in southern Nebraska and northern Kansas.

Gus T. Torson, who has been for the past 15 years with Ware & Leland of Chicago, now a graduate of the Board of Trade Signal School has left for Macon, Ga.

Walter McDougal, a brother of Edward McDougal of the Armour Grain Company of Chicago, Ill., has left for France where he will engage in Y. M. C. A. work.

William H. Barnes, who has been with John H. Lloyd & Co. of Springfield, Ill., for the past three years has gone with E. B. Conover Grain Company of Springfield.

Robt. E. Tearse, well known Minneapolis grain man, stopped over at Chicago the latter part of May on his way East to bid farewell to his two sons who sailed for France.

Wm. G. Dilts, Jr., & Co., have moved from the ground floor of the Board of Trade Building, Kansas City, Mo., to more commodious quarters in the Board of Trade Annex.

Donald McKay, for several years past associated with the grain firm of E. M. Richardson of Philadelphia, Pa., has enlisted in the United States Army and has left for active service.

The Monroe Warehouse Company of Rochester, N. Y., has been incorporated with a capital stock of $100,000. The incorporators are W. P. Healy, F. Walter Collet and F. M. Quinlan.

Adolph Gerstenberg of Gerstenberg & Co. of Chicago, Ill., has two sons who have enlisted in the navy and are now in training at the Great Lakes. The firm's service flag contains five stars.

The Merchants' Exchange of Seattle, Wash., has established an inspection, weighing, sampling and grading department. S. P. Kellogg, formerly with Balfour, Guthrie & Co., is chief inspector. Suitable offices have been acquired.

We are advised that W. F. McCullough has sold his membership in the Wichita Board of Trade, Wichita, Kan., to C. M. Clark who took over Mr. McCullough's grain business with the membership.

James C. Legg, grain merchant and former president of the Baltimore Chamber of Commerce of

Baltimore, Md., is being urged by his friends as a member of the Public Service Commission of Maryland.

An Honor Flag was presented to the Philadelphia Commercial Exchange for exceeding its allotment of $1,000,000 in the recent Third Liberty Loan. The flag hangs in the main entrance to the Exchange floor.

The Lusk-Stokes Commission Company of St. Louis, Mo., has been incorporated with a capital stock of $25,000 to deal in grain, feed, etc. Incorporators are B. S. Lusk, A. H. Stokes and C. T. Case.

Contributions to the Red Cross fund by members of the Chicago Board of Trade, Stock Exchange and various brokerage houses closely affiliated with these institutions aggregated considerably over $125,000.

J. H. Caldwell, former manager of the seed department of the Kansas City Seed & Grain Company, Kansas City, Mo., on June 1 became the purchasing agent for the Ralston Purina Company of St. Louis.

Samuel C. Armstrong, president of the Milwaukee Grain Elevator Company of Seattle, Wash., has been appointed Pacific Coast member of the Advisory Committee of the Food Administration Grain Corporation.

Charles England and John W. Snyder have been appointed delegates from the Baltimore Chamber of Commerce to the mid-summer meeting of the Council of Grain Exchanges to be held in Chicago on June 17.

Echerts & Watson is a new firm to engage in the grain business on the St. Louis Merchants Exchange, St. Louis, Mo. Both members of the firm have been prominently identified for years with St. Louis' grain interests.

Moritz Mechlenberg, a German alien, has been expelled from membership in the Chicago Board of Trade and his membership confiscated. Mechlenberg went to Germany shortly after the United States entered the war.

The tables at Cincinnati Grain Exchange, Cincinnati, Ohio, were sold at auction recently. Nominal price was $20, but the choice locations brought premiums, the best table being secured by the Cleveland Grain Company at $77.

W. E. Stewart, formerly in charge of the St. Louis branch of Ware & Leland of Chicago, now with the Y. M. C. A. in France has, as his special duties, the care of the money of the soldiers who wish to bank with that organization.

Lester Howard, favorably known among the grain trade of the Central States and more recently connected with railroad interests with headquarters at Toledo, Ohio, is now representing H. D. Raddatz & Co. of Toledo, Ohio, in central territory.

Charles and Benjamin E. Sincere have became associated with Pynchon & Co. of Chicago. They were formerly engaged in the grain and stock business at Chicago under the name Sincere & Co. with offices in the Insurance Exchange Building.

The Merchants Elevator Company of Minneapolis, Minn., has purchased the business and elevators of the Globe Grain Company of Sioux Falls, S. D. The elevators are located at Sioux Falls, Morefield, Rowena, Tea, Crooks and Renner.

James A. Patten of Bartlett, Frazier Company, Chicago, Ill., was in New York City early in June attending an important meeting of the Red Cross. Mr. Patten has been a staunch supporter of this organization both with his time and means.

L. M. Jeffers, recently in charge of the Portland, Ore., office of the United States Department of Agriculture as grain supervisor, has become associated with the Pacific Grain Company of Portland where he will have charge of the grading of grain.

John A. Tyner & Co., grain merchants of Nashville, Tenn., have moved into a new warehouse recently leased by them at the corner of Fifth Avenue and Demonbreun Street. It has a capacity of about 25 cars of sacked grain. They expect to build an addition to the warehouse within the next 60 days to accommodate their growing business and in the mean time are making use of the old warehouse on First Street, close to Broadway.

The annual outing and dinner of the St. Louis Grain Club, St. Louis, Mo., was held at the Bellerive Country Club the last week in May. Among the speakers were E. M. Flesh, vice-president of the United States Grain Corporation, and Bert H. Lang his assistant.

Ware & Leland with general offices in the Royal Insurance Building, Chicago, Ill., have given up their branch office in the Insurance Exchange Building it having been commandeered by the United States Government. Leo Cox, manager of the branch, is now in the general office.

Jimmy Crighton, connected with the cash grain department of Logan & Bryan, Chicago, Ill., enlisted the latter part of May at the Great Lakes Naval Station in the hospital corps. His father, who died about a year ago, was a member of the Chicago Board of Trade for about 50 years.

Pope & Eckhardt Company of Chicago, Ill., performs a distinct patriotic service in the recent publication of a small pamphlet giving the rules of how and when to use the American Flag. The pamphlet also includes the words of our National songs "America" and "The Star Spangled Banner."

Horace's "I have erected a tablet more lasting than bronze," has nothing on the Roll of Honor now hanging on the walls of the customers' room of E. W. Wagner & Co. of Chicago. Twenty-seven steel plates with 27 embossed names thereon will be a lasting memorial of men who have left their office for the war.

Some of the larger gifts to the Red Cross by members of the Chicago Board of Trade were: President A. Stamford White, $5,000; J. Rosenbaum Grain Company, $2,000; Armour Grain Company, $5,000; Robert Stuart of Quaker Oats Company, $5,000; George E. Marcy, president of the Armour Grain Company, $1,000.

Scott F. Evans, of the United States Food Administration, and general manager of the Baltimore Pearl Hominy Company of Baltimore, Md., was one of the principal speakers at the first mass convention of the American Corn Millers Federation held in Chicago, May 27 and 28. He spoke upon "Quality Our Watchword."

The Goemann Grain Company of Mansfield, Ohio, recently announced that effective June 1 the firm would temporarily withdraw from the grain business, having sold its grain elevator. The purchasers are the Mansfield Elevator Company which will carry on a general grain business and in which the Goemann company has no interest.

Seth Catlin, official grain inspector for the Boston Chamber of Commerce, Boston, Mass., has been appointed by the Grain Committee of the Chamber, as inspector of all products made from coarse grains. It places him at the head of the inspection of all grain and grain products, with the exception of flour, that comes to that market.

The Kramer Grain Company of Wichita, Kan., has just been incorporated with a capital stock of $50,000. S. P. Kramer of Topeka is president; J. E. Kramer of Wellington is vice-president, and F. J. Kramer is secretary and manager. The company's line of elevators are located at Stafford, Cheney, Medicine Lodge, Peck, Pixley and Furley.

A number of Chicago and Milwaukee grain firms are said to have been defrauded by W. H. Moore of Rockton, Ill., for whom warrants are now out for his arrest. Moore owned the grain elevator and the electric power plant at Rockton and it had been his custom to notify brokers that he could supply a certain amount of grain, requesting cars therefor. After the cars were dispatched to Moore bills of lading would be mailed from the office of the broker buying the grain. Moore would then draw a sight draft for the amount owed him by the broker on delivery and would present it with the bill of lading, signed by the local freight agent. The draft would be honored. Late in May he wired a number of brokers, according to his usual custom and cars were sent. Moore then, it is alleged, took the bills of lading, forged the name of the agent and collected more than $50,000. He then left Rockton, stating he was going to join the army and leave for overseas service immediately. Some 15 firms, it is said, are involved in the loss.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of May, 1918:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

	Receipts		Exports	
	1918	1917	1918	1917
Wheat, bus..	63,332	2,722,261		3,475,615
Corn, bus....	644,223	909,267	200,193	1,059,337
Oats, bus....	2,466,558	2,932,486	2,014,778	2,146,545
Barley, bus..	281	65,683		211,832
Rye, bus.....	27,459	874,383	24,363	1,137,035
Hay, tons....	8,665	6,673	5,706	1,520
Flour, bbls...	284,344	259,250	*.....	104,620

*Not obtainable.

BUFFALO—Secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	919,590	25,612,926		
Corn, bus....	349,200	321,160		
Oats, bus....	1,040,000	8,232,165		
Barley, bus..	818,929	1,678,392		
Rye, bus.....	45,500	90,000		
Flour, bbls...	361,810	488,970		

CHICAGO—Reported by John R. Mauff, secretary the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	190,000	3,939,000	356,000	2,879,000
Corn, bus....	5,894,000	5,060,000	3,203,000	3,141,000
Oats, bus....	9,030,000	8,596,000	7,436,000	10,209,000
Barley, bus..	1,338,000	990,000	233,000	542,000
Rye, bus.....	146,000	323,000	106,000	462,000
Timothy seed, lbs.	1,250,000	2,442,000	147,000	2,288,000
Clover seed, lbs.	298,000	393,000	246,000	583,000
Other grass seed, lbs..	1,106,000	1,981,000	475,000	1,210,000
Flax s'd, bus.	17,000	290,000		
Broom corn, lbs.	2,272,000	89,000	1,591,000	447,000
Hay, tons....	27,397	20,973	7,526	8,003
Flour, bbls...	659,000	872,000	376,000	756,000

CINCINNATI—Reported by D. J. Schuh, secretary the Grain & Hay Exchange:

	Receipts 1918	Shipments 1918
Wheat, bus. (basis 1075 bus. to car)	15,050	15,050
Corn, bus. (basis 1100 bus. to car).	270,600	118,800
Oats, bus. (basis 1600 bus. to car)..	257,600	214,400
Rye, bus. (basis 1100 bus. to car)..	17,600	18,700
Hay, tons (basis 12 tons to car)...	10,788	

CLEVELAND—Reported by F. H. Baer, traffic commissioner the Chamber of Commerce:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus.—				
Lake		228,000		
Rail	26,122	231,253	6,800	116,080
Corn, bus....	95,405	150,774	19,529	166,068
Oats, bus—				
Lake	39,313		39,938	
Rail	472,830	427,513	70,506	175,663
Barley, bus..	1,148	21,186		42,731
Rye, bus.....	2,340	18,803		3,699
Hay, tons—				
Lake	215		215	
Rail	2,866	3,154	209	1,979
Flour, bbls.—				
Lake	13,560		12,770	
Rail	53,767	78,873	1,461	24,494

DETROIT—Reported by M. S. Donovan, secretary the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	115,000	326,000	73,000	59,000
Corn, bus....	314,000	136,000	126,000	63,000
Oats, bus....	267,000	426,000	70,000	36,000
Rye, bus.....	11,000	26,000	4,000	4,000
Flour, bbls...		28,000		34,000

DULUTH—Reported by Chas. F. MacDonald, secretary the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus...	84,289	3,260,291	166,749	10,319,998
Corn, bus....			61,561	1,417
Oats, bus....	58,893	122,650	91,689	3,131,183
Barley, bus..	176,109	301,770	619,197	1,565,008
Rye, bus.....	158	42,424	5,292	176,408
Flax s'd, bus.	168,922	515,559	225,297	1,251,592
Flour, bbls.—				
Received ..	577,600	524,675	162,315	534,660
Produced ..	44,340			

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	116,000	103,000	1,000	31,000
Corn, bus....	1,121,000	1,883,000	353,000	1,126,000
Oats, bus....	1,501,000	1,422,000	657,000	587,000
Rye, bus.....	18,000		8,000	1,000
Hay, cars....	115	237		
Flour, bbls...			20,241	35,986

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus...	291,600	3,132,000	29,700	3,921,750
Corn, bus....	2,037,500	1,486,250	2,808,750	938,750
Oats, bus....	1,071,000	722,500	850,500	1,116,000
Barley, bus..	24,000	16,500	124,800	22,100
Rye, bus.....	31,900	11,000	23,100	28,600
Hay, tons....	25,824	22,164	12,648	7,176
Flour, bbls...	29,575	29,576	66,625	285,350

OMAHA—Reported by F. P. Manchester, secretary of the Grain Exchange:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	472,800	1,333,200	172,800	1,042,800
Corn, bus....	2,889,600	2,174,200	3,452,400	2,548,000
Oats, bus....	1,238,000	1,234,000	1,960,000	1,672,000
Barley, bus..	111,600	19,600	149,400	28,000
Rye, bus.....	22,000	24,200	13,200	40,700

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	185,210			
Corn, bus....	591,730			
Oats, bus....	2,294,747			
Hay, tons....	1,668			
Flour, bbls...	298,467			

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus...	703,600		240,006	
Corn, bus....	654,400		533,175	
Oats, bus....	3,056,000		2,354,878	
Barley, bus..	176,175		251,939	
Rye, bus.....	76,250		95,842	
Timothy seed, lbs.	696 bags		353 bags	
Clover seed, lbs.				
Other grass seed, lbs. ..				
Hay, tons....	18,506		5,440 bales	
Flour, bbls...	771,276		254,512	

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	44,400	298,800	15,600	248,700
Corn, bus....	3,640,950	2,139,800	1,078,950	636,080
Oats, bus....	1,072,800	1,034,900	1,286,800	863,950
Barley, bus..	67,250	234,900	16,800	51,800
Rye, bus.....	26,400	12,000	18,000	12,000
Mill Feed, tons	7,260	7,460	14,258	15,311
Seeds, lbs....	30,000	90,000		
Broom corn, lbs.....		30,000		30,000
Hay, tons....	1,840	2,650	870	230
Flour, bbls...	138,090	143,650	143,230	128,400

MINNEAPOLIS—Reported by E. P. Kehoe, statistician of the Chamber of Commerce:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	5,073,980	7,489,790	621,630	5,238,740
Corn, bus....	630,680	440,820	569,330	519,040
Oats, bus....	1,268,100	951,500	2,787,700	2,863,110
Barley, bus..	1,001,660	843,840	1,941,390	1,617,710
Rye, bus.....	294,420	232,000	250,480	298,170
Flax s'd, bus.	349,230	263,000	29,300	122,160
Hay, tons	1,933	1,925	440	1,033
Flour, bbls...	55,279	108,785	1,364,937	1,711,638

SAN FRANCISCO—Reported by W. B. Downes, statistician of the Chamber of Commerce:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, ctls...	250,854			
Corn, ctls....	24,055			
Oats, ctls....	32,093			
Barley, ctls...	89,219			
Hay, tons	4,410			
Flour, bbls...	303,794			

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	304,993	2,745,960	306,270	2,754,830
Corn, bus....	1,716,436	1,906,800	1,381,100	1,203,230
Oats, bus....	2,235,575	2,004,600	3,433,370	1,980,610
Barley, bus..	51,200	52,800	12,110	5,640
Rye, bus.....	4,079	3,300	6,590	6,490
Hay, tons....	13,251	20,851	15,225	14,220
Flour, bbls...	302,050	298,760	301,510	396,530

TOLEDO—Reported by Archibald Gassaway, secretary of the Produce Exchange:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	123,300	202,400	23,600	431,000
Corn, bus....	208,900	234,000	116,200	208,700
Oats, bus....	328,300	179,200	271,700	297,200
Barley, bus..	218,800			
Rye, bus.....	41,000	1,800	8,200	8,700

TRADE NOTES

L. A. Stinson has the contract from the Hastings-Stout Company of Cairo, Ill., for six concrete storage tanks to be built as an addition to their elevator. The new tanks will increase the capacity of the elevator by 100,000 bushels and will be ready for grain by August, 1918.

The Monarch Engineering Company, engineers, contractors and builders of grain elevators, of Buffalo, N. Y., has taken larger quarters on the tenth floor of the Chamber of Commerce Building. They had occupied their old offices in this building for a number of years past, but the growth of the business demanded a more commodious space to accommodate their various departments.

The Kennedy Car Liner and Bag Company of Shelbyville, Ind., reports a very marked increase in sales of the Kennedy Car Liners over previous years. The car liners perform a special service during the war period by preventing leaks in cars and consequent waste of grain. Shippers in all sections have found them a profitable investment and the manufacturers are making deliveries promptly as usual.

A very handy device for the office desk is the adjustable telephone bracket manufactured by the American Electric Company of 6411 South State Street, Chicago, Ill. By its use the telephone can be moved in any lateral direction as well as up and down. This will be appreciated by the busy business man. The telephone is always at his elbow yet never in the way and available for instant, convenient use when desired.

The shortage of man power on account of the war makes more than ever the Climax Scoop-Truck a most handy and useful device for the grain elevator or warehouse. It is a truck on wheels with a capacity of 2½ bushels of grain or 200 pounds of coal and its use saves 50 per cent of the cost of unloading grain, seeds, coal and any bulk freight. It is manufactured by the Detroit Scoop-Truck Company of 2225 West Jefferson Avenue, Detroit, Mich.

"The Power Problem Solved" is the title of general catalog No. 21, recently issued by the Muncie Oil Engine Company of Muncie, Ind. It treats exhaustively of the Muncie Oil Engine, a simple self-igniting, internal combustion engine, which it is alleged, revolutionized the internal combustion engine industry. To the user of power, it is gratifying to know that in these days of high priced fuels, the engine is guaranteed to run on fuel oil, crude oil, gas oil, solar oil, stove oil, star oil, tar oil, distillate oil and on residuum, naphtha, kerosene, petrol, benzol, gasoline, tops and motor-spirits. It is manufactured in single units 10 to 100 horsepower and engines are doing good service everywhere.

The Union Trust Company, Chicago, affords a distinct service to the grain and milling trade in its offer to collect direct Bill of Lading items on every shipping point in the United States and Canada. This service saves the shipper both time and trouble and is done at a minimum of cost. The trust company maintains a special department to handle these items and will be glad to answer inquiries from any shippers handling a volume of this class of business.

A point of continual interest at the recent meeting in Chicago of the Illinois Grain Dealers Association was that corner in the entrance to convention hall where the model of the Randolph Grain Drier was exhibited. It was in charge of O. W. Randolph and Geo. W. Walker, who explained its method of operation and pointed out the success it had achieved. The company has some recent literature thoroughly descriptive of the drier and its various parts which will be mailed to any grain or milling firm on request.

"The Proper Care of Belts" is the title of a new booklet gotten out by The Joseph Dixon Crucible Company. As long as the original condition of life and pliability of a belt is preserved it is worth its cost price. To neglect belts will result in a two-fold loss: A waste of power due to the inefficiency of the belts; and increased cost due to frequent belt renewals. Just now as never before it is essential that belting be given careful attention. The booklet contains helpful suggestions for getting maximum results from belts and in addition has several pages devoted to useful information of a general character. We suggest that engineers obtain a copy for their files. Those interested should write to The Joseph Dixon Crucible Company, Jersey City, N. J., Dept. 170, for sample of Dixon's Solid Belt Dressing.

A preliminary announcement was made in our April issue of the forthcoming appearance of a new drier catalog from the Hess Warming & Ventilating Company of Chicago. The catalog appeared this month and by far surpasses our earlier promise. From the standpoint of the artist it is a joy to look upon. For the practical grain man and miller who desires a comprehensive idea of drying methods with the various processes fully illustrated, nothing is omitted that would help achieve this object, and as Colonel Lem Jucklin might say, one can "believe the book from kiver to kiver." The large driers more fully illustrated are numbers 5, 6, 8, 10, and 12 while special pages are given to the No. 3 Ideal Drier and Cooler, the medium capacity machine, and to the Hess Out-Door Grain Conditioner or Cooling Leg which utilizes the efficiency of sun and wind. About 50 pages comprise the book, printed on superior quality enamel plate paper with embossed lettering in gold announcing on the cover the subject matter of the book as the Hess Pneumatic System of Drying.

The Macdonald Engineering Company of Chicago, Ill., has closed recent contracts as follows: The Detroit Union Railroad & Station Company, Detroit, Mich., for rebuilding the marine tower which was located at their Union Depot Elevator and destroyed by fire last fall, work is to be completed in time to handle the grain crops of this fall; The Postum Cereal Company of Battle Creek, Mich., for the erection of a large storage elevator and working house. It will be of reinforced concrete construction with a capacity of 410,000 bushels and will be equipped with receiving, cleaning and weighing facilities, drying plant and accessories. Work will start immediately. The Marshall Milling Company of Marshall, Minn., for reinforced concrete storage of capacity approximately 150,000 bushels, work is under way and it is anticipated the elevator will be completed in time for the coming spring wheat crop. The company is also drawing plans and taking tenders on the machinery equipment for a 500,000-bushel reinforced concrete elevator for the Sperry Flour Company of Tacoma, Wash., and will install the equipment when the building is ready.

IN FRANCE FOR THE Y. M. C. A.

Leon H. Brand, secretary of the Invincible Grain Cleaner Company, Silver Creek, N. Y., has enlisted in the Y. M. C. A. service for France. Mr. Brand was born September 24, 1871, in Silver Creek, N. Y., his mother being a daughter of the late Simeon Howes, the founder of the S. Howes Company. He spent his school days in Silver Creek and took up stenography as a profession. At the urgent request of his grandfather, Mr. Howes, he returned



LEON H. BRAND

to Silver Creek, giving up his work with other people, and entered the employ of S. Howes about 1890. He remained with that firm until the death of Mr. Howes and then joined with the organizers of the Invincible company, the late C. N. Howes, Elgin Keith, now president of the Invincible company, and the others associated with its formation, being made a director of the company as well as assistant secretary and having charge of the order department. On the death of C. N. Howes, Mr. Brand was made secretary of the company and sales and office manager, which positions he now holds. The company is granting him leave of absence. The personnel of this company is thoroughly American. They realize the needs of the country and are unselfishly putting their own interests to the rear so that Mr. Brand's ability may be devoted to the service for so long as he can be used.

Mr. Brand sailed for France the last of May. He has many friends that he cannot possibly say a

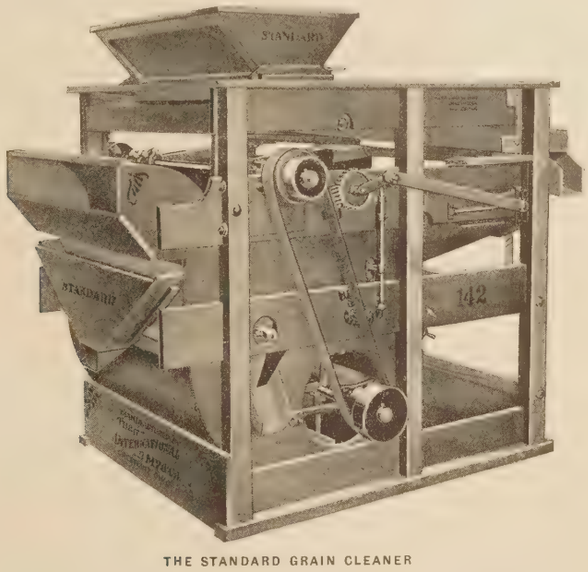
personal goodbye to, but wishes us to extend his adieux to those acquaintances whom he cannot meet personally.

CLEANING GRAIN BEFORE SHIPMENT

No argument has been advanced against the practice of cleaning grain at the country elevator, before it is shipped from the home station. In fact there is such abundant evidence of the profitableness of doing it that the only wonder is that any country elevator should fail to see the handwriting and delay the installation of these important and profitable machines.

The Standard Cleaners, made by the International Manufacturing Company of Crestline, Ohio, are in all sizes from the little "Junior" for cleaning samples or experimental lots of grain or seed to the big 3-sieve, 400-bushel machines. They have all the features of other machines such as dustless attachment and automatic vibrator, and in addition have some exclusive patented devices that add much to its value.

The blast regulator is a device for controlling the amount of blast discharged from the fan when the machine is in operation and consists of a metal gate



THE STANDARD GRAIN CLEANER

placed in the air outlet which is controlled from the outside of the machine by means of a knob and friction brake on a shaft containing pinions meshing in racks attached to the gate. This gives the operator complete control of the blast passing into the vertical air shaft where the stock passes through and is weighed, thus separating the light and worthless from the perfect grain or seed.

Standard automatic traveling brushes are supported underneath the screens by metal frames carried on steel tracks and are adjusted to the screen by a lever at back of machine, these brushes being supported at both ends are held firmly in position and by traveling in the direction of the travel of the grain prevent the screens from becoming clogged and also will not injure the meshes of oblong wire screens. This device is operated by a worm gear and requires very little attention.

The force feed hopper is lined throughout with heavy metal and the grain is delivered to the screens by a vibrating feed board which gives an even feed and is regulated from the side by a knob.

Any of these machines will be sent on 30-day trial, and when grain is moving it takes less than that to demonstrate their money saving qualities. They are equipped with screens for grain, seed or beans.

OPERATIONS on the Chicago Board of Trade were suspended for a period of 15 minutes at 12:30 p. m. on Friday, June 14, National Flag Day. A program appropriate to the day was carried out.

NEWS LETTERS

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE extremely quiet character of the grain trade and the light movement is shown by the fact that for the first week in June the receipts here were only 73 cars of barley, 49 cars of corn, 73 cars of oats, 22 cars of wheat, and 20 cars of rye. This makes an aggregate of just 237 cars for a week, compared with 273 carse the previous week, and 644 cars a year ago and 526 cars in 1916. These figures indicate that the grain trade at the present time is less than half of the normal.

This great slump in receipts, due to the fact that there is little grain left in the country, caused prices of many of the grains to soar. The gains in prices for a single week were 20 to 25 cents for barley, 5 to 10 cents for corn, about 5 cents for oats and 20 cents for rye. Grain men declare that Milwaukee nas no greater decline in receipts than other markets, the extreme scarcity of grain at this time being the fundamental cause for the light marketing. The fact that farmers are also engrossed with the planting season is declared by grain men to be an additional reason for the slack receipts reported in various parts of the country.

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A telegram from R. H. Aishton, regional director of the American railroads, anncunces that arrangements have been made for the establishment of a lake and rail service via Chicago or Milwaukee in connection with the Lehigh Valley Transportation Company for business from mills south of Minneapolis and also from the Missouri River, Kansas and Nebraska which would naturally move by lake.

Western lines have been advised that it is desirable to use the lake route to its capacity and that shipments should be diverted from all rail routes to an extent which will insure the maximum loading of all boats to their full capacity. A special attempt will be made at Milwaukee to divert as many shipments of grain as possible by the boat lines so as to relieve the railroads as far as possible.

* * *

Reports on car loading at Milwaukee indicate that remarkable progress is being made in the closer loading. The Intensive Loading Committee of the Milwaukee Car Service Commission has submitted a monthly report showing that the average loading per car was more than 26,000 pounds compared with a little more than 24,000 pounds in the preceding month.

* * *

The striking increase in freight rates as allowed by the United States Railroad Administration came as a considerable shock to grain men and traffic experts of this community. So large an advance as 25 per cent over existing rates had scarcely been expected.

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The new order for the advancing of rates calls for the most drastic increase in the history of the American railroads, is the comment of Frank Barry, traffic head of the Milwaukee Association of Commerce. He said:

"While we expected some advance in rates to meet the higher wages for railroad men," he said, "the tremendous advance was wholly a surprise and will provide much more money than is required to pay the added wage which has been given the railroad employes of the country. It seems as if the Railroad Administration, in endeavoring to meet the wage increase, has gone beyond actual needs, especially at this time when the business interests of the country can ill afford to stand the strain. However, if the United States Government feels that the increase is absolutely necessary for the prosecution of the war, the business interests of Milwaukee and of Wisconsin will submit with a smile and it is not likely that any protest will be made on the order as given out by the Railroad Administration at Washington."

* * *

The Railroad Commission of Wisconsin has announced that some changes will be needed in rates to correspond with the previous situation. Some adjustments will have to be made in various parts of the state so as to give justice to the various communities. Estimates are made that the rate advance as ordered will cost the people of Wisconsin all the way from $25,000,000 to $30,000,000 annually, and perhaps more. Carl D. Jackson of the Wisconsin Railroad Commission has been in Washington asking for the necessary changes in rate schedules so that a fair situation will exist in all parts of the state. Assurance has been given that these state adjustments will be made cheerfully by the trade in all instances.

* * *

Milwaukee's new harbor, so vital to grain interests here, as well as other shippers, will not stop building completely because of the war, according to the secretary of the Harbor Commission, Herman Bleyer. He says that although only a small amount of money was allowed for the harbor by the Capital Issue Commission at Washington, there will be enough left on hand to complete the breakwater that is to extend from the foot of Wisconsin Street to the harbor entrance. The Harbor Commission is also working on the proceedings of securing by condemnation the triangle of land at the South Menomonee River, where it turns to the westward. This property is wanted at this point to give more room for vessels to turn. Adjoining property was donated to the city by the Chicago, Milwaukee & St. Paul Railroad some time ago.

Secretary Bleyer of the Harbor Commission has issued a statement showing the great importance of the Milwaukee harbor and its importance to the shipping interests of the Northwest, as well as Milwaukee. He points to the year's record of 86,000,000 bushels of grain receipts, and to the handling of scme 2,500,000 barrels of flour.

* * *

Articles of incorporation of the L. Teweles Seed Company, 113 to 119 Clybourn Street, were amended to permit an increase in capital stock to $500,000. Plans have been made to greatly enlarge the business of the company, said Hugo Teweles, president of the company. He stated that the company was

also having a large addition built to its present home. This will make it one of the largest seed houses in the state of Wisconsin.

* * *

The Traffic Bureau has issued a bulletin to shippers asking that all cars be loaded up to 10 per cent more than marked capacity, or at least to full visible capacity. Last car of grain may be loaded lighter "to complete contract," but it must be so marked to show the reason for lack of full loading.

* * *

Grain in store at Milwaukee on June 1 was at a low ebb with less than 3,000 bushels of wheat, 712,000 bushels of corn in round numbers, 186,000 bushels of oats, 94,000 bushels of barley and 35,000 bushels of rye.

* * *

One of the old pioneers of the Milwaukee Chamber of Commerce, L. D. Hinkley, is dead. He was 79 years old and leaves a widow and three sons.

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The June rate of interest of the Chamber of Commerce has been determined by the Finance Committee at 7 per cent. This is the rate which has prevailed for the last several months.

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Grain men have received reports from various grain counties of Wisconsin showing the record breaking rains which have fallen in the last few weeks. One county reported more than 10 inches of rain in a single month, which is believed to be a high record for any month in the history of Wisconsin.

DULUTH

S. J. SCHULTE - - CORRESPONDENT

SUCCEEDING H. S. Newell, who recently resigned, J. H. Ball has been appointed a member of the Duluth Board of Trade Committee, having supervision over future trading. The committee is now composed of M. L. Jenks, E. N. Bradley and J. H. Ball.

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Commissions for the season have been fixed at the following basis on this market: Millstuffs, 50 cents per ton; screenings, 25 cents per ton; hay, $1 per ton, and a minimum of $10 per car.

* * *

J. P. O'Shaughnessy, formerly with the Omaha railroad at this point, has been appointed registrar of the Duluth Board of Trade, taking the place of James Elliott, who resigned to enter the Y. M. C. A. service at the French front. Mr. Elliott had been connected with secretary's office on the Board here for 11 years and was generally popular among the members.

* * *

Members and employes on the Duluth Board of Trade are giving their services to their country freely in the present stress. A list compiled a few weeks ago comprised 80 names of those who had entered the various branches of the army service. The latest to go recently from the Board included the following: George McLean, formerly with the Globe Elevator Company; Douglas McKay, formerly with the White Grain Company; E. W. Berreau, for several years associate with William Dalrymple's grain office, who have entered the aviation service; Warren Starkey, formerly with Randall, Gee & Mitchell, now at Camp Lewis, Wash., and William Boig, lately with the Moore Grain Company, in the navy. The last named has been appointed to the battleship *Pueblo*.

* * *

A. J. Kennebrook, a former popular young grain operator on the Duluth Board of Trade, was recently accidentally drowned in the Flathead River, Montana. He was 40 years of age, and up until 3 years ago he was connected with the Van Dusen-Harrington Company. Prior to that he was associated with the Fraser-Smith Company.

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In the event of a realization of the present bright crop promise, members of the Duluth Board of Trade are sanguine that some of the restrictions encompassing trading will be removed next fall. Watson S. Moore, secretary of the Food Administration Grain Corporation, said in the course of a recent visit here that Mr. Hoover's idea is to decentralize the work of the Food Administration as much as possible. He asserted that he has no ambition to build up a great Government grain business or to exercise any more authority than may be necessary to attain the objects of the Administration. He desires to leave the marketing and distribution of wheat and other grains in its regular channels. Mr. Moore expressed the opinion, however, that it would be inadvisable to permit the resumption of future trading in wheat until the war is over.

* * *

For the first time since they were opened for business, some of the largest elevators at the Head of the Lakes have their bins entirely emptied of grain, and they are not counting upon any further receipts until the new crop begins to move. The large houses of the Great Northern Railroad's elevator system operated by A. D. Thompson & Co., for example, are completely cleaned up. One of the houses of the Cargill Elevator Company is also empty and the Globe and Consolidated Elevators are only carrying small stocks. It is interesting to note that stocks of all grains in the elevator here are now approximately only 550,000 bushels, of which 45,000 bushels are wheat. The aggregate capacity of the elevator system at this point is around 32,000,000 bushels, from which it may be judged that operators have been experiencing a slow time during the present season.

* * *

Three cargoes of Argentine flaxseed have been received here during the last 10 days. The seed was billed for trans-shipment to Minneapolis. Two of the cargoes were handled by Consolidated Elevator "E," while the third was taken in at the Spencer Kellogg & Sons' house. That firm's elevator plant was declared regular by the Duluth Board of Trade in order that it might be made available for making deliveries.

* * *

Members of the Minnesota Grain Inspection Board at this point are completing their arrangements for making inspections under the new wheat standards announced by the Department of Agriculture at Washington and to become effective on July 15. They will, however, apply only to the new season's spring wheat crop. Forms in connection with the new grades are being prepared and will be forwarded to inspection officials interested over the Northwest in due course. Local grain men are sanguine that the going into effect of the new grades will result in a freer movement of wheat from farmers' hands immediately after the completion of threshing than was the case last fall. It is now admitted in official circles that growers generally took exception to the operation of grading under the new Federal standardization system and that they held back their deliveries at interior points in the hopes that revisions would be brought about as a result of the agitation stirred up.

* * *

A substantial demand for feedstuffs on this market was reported by the White Grain Company. Owing to the outlook for heavy yields of all grains and the prospects of a declining market in oats, barley and rye on that account, dealers are, however, buying only from hand to mouth. The usual shipments to the East are lacking, as the production of the mills are just sufficient to cover the consumption of cattle feeders and dairymen in this territory.

* * *

With small receipts and offerings the oats market has been comparatively narrow here for some time. Compared with a month ago, cash oats are 1 cent off to 1 cent up at 73@76 cents. Barley has suffered a further decline, extending to 20 cents during the same period, with the range in that grain standing at from $1.15 to $1.35 for good to choice. The poorer grades have been unsalable, as millers have been looking only for the best grades and have been refusing to bid upon poor quality stuff.

* * *

Owing to the new marketing conditions and the increased takings of grain by the interior mills, the run of grain to the terminal elevators has been making a poor showing all through the present crop year. Receipts of all grains at the Head of the Lakes elevators from August 1 last to June 8 were reported at 32,045,000 bushels, as compared with 58,277,094 bushels a year ago. The movement of wheat for this season was 17,712,508 bushels against 36,624,173 bushels last season. Flaxseed receipts fell off to 2,521,883 bushels, as compared with 7,311,102 bushels last year.

NEW YORK

C. K. TRAFTON - - CORRESPONDENT

DURING the past month there has been a striking improvement in the demand for memberships in the New York Produce Exchange, and as a consequence the price has advanced from $1,000 to $1,700. About 20 applications for membership have been posted, of which about a dozen came from men connected with steamship companies, shipping agents, freight brokers, or forwarders. Favorable action on most of these appli- applicants for membership in the Association must mittee on Admissions. This remarkable demand for tickets from men connected with the shipping business is directly traceable to the amended constitution and by-laws adopted at the annual meeting of the Steamship Freight Brokers Association of New York, one important item of which is that applicants for membership in the Association must be members of the Produce Exchange. This and other radical changes in the rules of this Association were promulgated for the purpose of protecting the legitimate members of the business against the so-called "shysters" who have sprung up like mushrooms since the beginning of the war and have attempted to reap large profits in the shipping business, in which they had had no interest heretofore.

The Committee on Admissions also took favorable action on the following applications for membership: James T. Connors of the Brainard Commission Company, grain merchants. W. C. Schilthuis of Schilthuis & Co., grain merchants. Ernest Nattkemper of the American Hominy Company.

* * *

Much gratification was expressed by members of the New York Produce Exchange when it was reported that the Red Cross Committee, all of whom had worked energetically and incessantly throughout the "drive," had succeeded in raising $172,176.14 when the campaign was officially finished. Some of the facetious members were much amused at the 14 cent item, but the identity of the mysterious donor remained a secret, despite the vigorous efforts on the part of numerous amateur detectives. Belated returns coming in after the end of the campaign indicated the total would be over $180,000.

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The members of the Produce Exchange witnessed a convincing demonstration of the vigorous efforts being made by the Government to eliminate pro-German sympathies and activities last month, when Gustav B. Kulenkampff, for many years a member of the Exchange and at one time prominent as an exporter of breadstuffs, provisions, etc., was arrested as an enemy alien by Federal officials. To those who had followed the Government's procedure in this campaign this action was not altogether astonishing, as it was known that Kulen-

kampff had been under surveillance for some time and had been reporting daily at the New York Bureau of Investigation since the United States entered the war. Suspicion was directed against him because of his intimacy with the notorious conspirators von Papen, Boy-Ed, and von Bernstorff. Moreover, his firm had been placed on the British "Black List," being accused of complicity in equipping steamers which furnished supplies to sea-raiders. For such purposes it was said that $750,000 had been placed to his credit with local bankers by the Deutsche Bank of Berlin. Those who knew him well stated that he had been a member of the bodyguard of the Kaiser, with whom he was on friendly terms, and at present is a captain in the German army reserve. Although he is said to have made close to $1,000,000 during his 20 years' residence in this country, he has never become naturalized. Upon examination he stated that he is a German through and through; that he hopes and expects that Germany will win the war; and that he desires to return to that country to spend the rest of his life. His arrest followed a raid on his apartment where bank books, letters, and a code book were found. The possession of a code book by an enemy alien is contrary to law.

* * *

Charles C. Ramey, the well known hay and grain dealer, familiarly called "Genial Charles" by his many friends on the New York Produce Exchange, was missing for a short time recently, and when he returned his fellow members were at a loss to account for his altered appearance until he informed them that the ill effects of drinking a bottle of very cold ginger ale had caused him to lose 12 pounds. Luckily he has a few pounds to spare, but nevertheless his friends were sorry to hear that he had been under the weather. Some of the more facetious were inclined to think that his unpleasant experience with a non-alcoholic refreshment might be used as an argument against the prohibition of more stimulating beverages.

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Many members of the Produce Exchange, and especially those far-seeing and enterprising members who had for many years advocated the enlargement and more general use of inland waterways, received with much approval the announcement that navigation has commenced on the great new Erie Barge Canal. In this connection something in the nature of an innovation was reported, namely, the shipping of a large quantity of flour from Buffalo, over a dozen boats leaving the Western terminus within a few days with cargoes ranging from 432,000 to 465,000 pounds. This unusual feature was especially gratifying to members of the flour trade, who had made comparatively little use of the old canal because it was generally too slow. Needless to say, the possibility of much quicker transportation as a result of the widening of the canal and the use of much larger power boats presages the elimination to a large extent of the serious congestion on the railroads which has been an obstacle to shippers for so long, and especially since the war started, causing such an enormous increase in the movement of all kinds of freight from the West to the seaboard. It is generally conceded that this favorable development is largely traceable to the Government control of both railroads and inland waterways, as a result of which the two systems are now working in harmony instead of in conflict as was usually the case under private control.

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C. W. Hohenadel of Hales & Edwards Company, Chicago, who was a visitor on the Produce Exchange early this month, stated that his firm is constructing in Chicago the largest plant for feed manufacturing in the country.

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On June 10 the regular scheduled meeting of the officers of the U. S. Grain Corporation and its Zone Agents was held at the New York headquarters, 42 Broadway. This meeting was partly for the purpose of discussing the regular business of the Corporation, and partly to discuss the topics to be considered at the larger meeting on June 12. Another preliminary meeting was held on June 11. In addition to those mentioned above, this meeting was attended by milling representatives and by the Advisory Committee of the grain trade, the appointment of which was decided upon at the general trade conference early in May. This committee consists of the following:

Representatives of Terminal Elevators: F. C. Van Dusen, Chamber of Commerce, Minneapolis; C. B. Pierce, Terminal Elevator Grain Association, Board of Trade, Chicago; Edward Shields, Kansas City, Mo.

Representatives of Country Elevators: A. E. Reynolds, Grain Dealers National Association, Crawfordsville, Ind.; George A. Wells, secretary Western Grain Dealers Association, Des Moines, Iowa; U. F. Clemons, Oklahoma Grain Dealers Association, Oklahoma City.

Representatives of the Council of North American Grain Exchanges: Wm. N. Eckhardt, Chicago Board of Trade; J. O. Ballard, Merchants Exchange, St. Louis; Frank I. King, Toledo Produce Exchange.

Export Trade Representatives: O. M. Mitchell, New York Produce Exchange; H. F. Hall, Kansas City Board of Trade.

This meeting was held largely to arrange a program for the final conference on June 12. The indications were that the program would be a lengthy one as it was proposed to discuss not only the results of the past year, but also to consider plans for the handling of the new crop. It was suggested that possibly some important changes might be proposed inasmuch as conditions promise to be entirely different this year than they were last. In short, instead of being confronted with a serious shortage as was the case last year, especially in wheat, the outlook now is for a substantial surplus production of all the principal grains, and whereas a great deal of effort was required last year to induce farmers to sell their grain, much thought will doubtless be required this year to provide for satisfactory marketing, moving and storing of the huge crops now in sight. In addition, it is assumed that some action may be taken in regard to various propositions which were brought up at the big conference in May, some of which were to be referred to the trade in various parts of the country in order to bring out opinions as to the necessity or desirability of making certain changes in the policy or regulations of the Grain Corporation.

CAIRO
SPECIAL CORRESPONDENCE

THE farmers started cutting wheat on the 10th in this county. This is a little earlier than the average, and from all reports we are going to have the largest crop of wheat that we ever have had in this section of the country, the weather having been perfect for the growing wheat. The corn is looking good with the exception of a few very low places where the heavy rains have affected it, and some of this latter is being replanted.

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H. H. Gear, Federal supervisor in charge of this district, has gone to California for a two weeks' vacation.

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D. V. Kevil of the Sikes-McMullin Grain Company of Sikeston, Missouri, was a visitor among the trade here last Monday.

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H. S. Antrim has returned from a business trip to Denver and Phoenix, Ariz.

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J. B. Wenger, secretary of the Sutherland Flour Mill Company, who went to Rochester, Minn., the latter part of last month, had a minor operation and was reported as having fully recovered. He is expected home in about two weeks.

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Albert J. Lee, who has been with the Halliday Elevator Company as telegraph operator for the past three years, has resigned his position and gone to work for Uncle Sam. He left with the men who were drafted for Fort Thomas, Kentucky, on June 2. He has been doing war work as instructor of a class in telegraphy for the past six months.

CINCINNATI
K. C. CRAIN - - - CORRESPONDENT

THE dedication of the new Cincinnati Grain and Hay Exchange quarters in the Gwynne Building, on May 21, participated in by all of the Cincinnati trade, by over 400 outside shippers and others interested in this market, proved to be all that those in charge had hoped for—an event in some aspects of national importance, and one serving to mark a new era in the progress of the Cincinnati trade. By actual registration, exactly 506 visitors attended the banquet which was the principal social feature of the occasion, which may serve to indicate the magnitude of the affair.

Vice-Mayor Carl M. Jacobs, of Cincinnati, who was present to indicate the city's interest, unfurled the new service flag of the Exchange, bearing 32 stars, and paid a high tribute to them as well as to their colleagues who are still on the job, with a big future ahead.

The most distinguished guests, as far as the grain trade was concerned were E. C. Eikenberry, president of the Grain Dealers National Association, and Watson S. Moore, secretary of the Food Administration Grain Corporation, representing President Julius H. Barnes, who was expected to attend, but was unable to be present. Both of these made stirring and interesting addresses, both at the dedication on the floor of the Exchange and at the dinner in the evening.

The program for the day, which was in charge of a committee headed by Alfred Gowling as chairman, went off with smoothness proving the completeness and care with which the arrangements had been handled. The 400 out-of-town visitors were taken in charge from the moment of their arrival and given all that Cincinnati hospitality could suggest. View and inspection of the Exchange quarters in the morning, with the dedication exercises, was following by an inspection of the hay-plugging market, which was a revelation to many of the visitors, and will undoubtedly serve as a splendid advertisement of the Cincinnati hay market, as numerous shippers had no idea of the advantages which are offered by the new system of grading, sampling and selling the hay shipped to Cincinnati. A tour of the city in automobiles followed, and in the evening the banquet closed the day.

At the dedication exercises, which were opened by President E. A. Fitzgerald, introduced by Chairman Gowling as master of ceremonies, the former reviewed briefly the history of the Cincinnati trade, especially as an organized body, and welcomed the visitors to an event which he declared was one from which the Cincinnati trade and its friends would date a great expansion of the Queen City market. He said that the opening of independent quarters by Cincinnati grain and hay men marked the realization of a dream which they had entertained for years, which had been brought to fruition suddenly and unexpectedly.

Other speakers at the dedicatory exercises, besides those mentioned, were Executive Secretary D. J. Schuh, H. T. Dixon and Thomas Darby, the latter making a plea for the Red Cross, whose campaign for a war fund was on at the time; and the result was seen in the success of an auction by W. R. McQuillan, an adept at the art of extracting dollars. He disposed of a bunch of 20 peonies at an average price of $5, which was considered a good figure for flowers whose market value at the time ranged around 5 cents.

The most interesting remarks, as far as the present status of the grain trade and its prospects for

the immediate future are concerned, were those made at the great banquet held in the evening at the Hotel Gibson. Secretary Moore was able to give an authoritative statement on the program of the Food Administration, as well as on the prospects of the coming season with reference to the supply of foodstuffs. He gave a rosy picture of the crop prospects, declaring that an increase of 200,000,000 bushels in the wheat crop may be looked for, this statement being greeted by the grain men with cheers. Mr. Moore said further:

The Food Administration has been careful about the means they have employed in gaining the desired ends. The doctrine that the end justifies the means has only obtained to the extent of using the restrictive measures generally indorsed by the people as necessary. The producer has responded. Farmers' deliveries of wheat during the past year have been normal. It has only been necessary to go to the farm and requisition his property in a few instances. The patriotic farmers have been of especial help in persuading the less patriotically inclined to do their duty. The Department of Agriculture also reports that there was no increase in the average amount of wheat fed to animals.

The response of the producer in increased acreage, in spite of his labor problems, has been most gratifying. The acreage of winter and spring wheat is 64,170,000, an increase of about 5,000,000 acres over the area seeded last year, and the highest acreage ever seeded by 3,000,000.

With a very short crop of wheat, amounting to only 650,000,000 bushels in this country, coming in when supplies of the old crop were exhausted, with only a theoretical 10,000,000 bushels for export, figuring on usual consumption and usual reserves carried over, the actual export of wheat and wheat as flour for 10 months has amounted to 111,000,000 bushels. Deducting from this 22,000,000 bushels imported, mostly from Canada, making a net export from this country of 89,000,000 bushels instead of 10,000,000 for the 10 months, you can rightfully feel that you have done something that will help to win the war.

In addition to wheat, we have exported in these 10 months 40,000,000 of corn and corn products, 14,000,000 bushels of rye and rye products, 104,000,000 bushels of oats and oatmeal products, 23,000,000 bushels of barley and barley products, which, with the 89,000,000 bushels of wheat and wheat products, makes a total of 270,000,000 bushels of grain and manufactured products.

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A vigorous effort is being made by the Cincinnati Grain and Hay Exchange, backed by other business interests of the city, to have Cincinnati selected as one of the zone centers for the distribution and purchase of supplies for army camps, cantonments and posts, instead of Jeffersonville, Ind., which has been suggested at Washington as the distribution center for Ohio, West Virginia, Indiana, Kentucky and Tennessee. The greater logic of selection for this purpose a supply center such as Cincinnati, with a great hay and grain market already established, instead of a point like Jeffersonville, was urged in a telegram sent to Maj. Gen. Goethals and Representative Longworth by the Exchange.

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An incident of the firm establishment of the new trading floor of the Cincinnati Grain and Hay Exchange was the auctioning of tables, choice locations bringing fancy prices, which go to the treasury of the Exchange. The honor of first choice went to the Cleveland Grain Company, which paid $77 for the privilege, in addition to the charge of $20 made for each table.

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Omer S. Lewis, chairman of the Advisory Committee in charge of the operation of railroads in the Cincinnati district, appeared at a meeting of grain men held at the Exchange for the purpose of explaining how operations will be carried on under the permanent hay embargo ruling issued on May 10. Under this ruling no hay may be received within yard limits without a permit obtained from the committee. This does not mean, of course, that the movement of hay will be stopped, but is intended rather to enable the railroad authorities to see that cars of hay will be promptly unloaded or otherwise disposed of. In fact, the embargo is an indirect tribute to the effectiveness of the new plugging market in increasing the volume of hay business in Cincinnati, as it is understood that the heavy movement of hay in and out has been interfering with the movement of other traffic. The principal object of the embargo, therefore, is to eliminate speculative shipments, which tend to keep cars loaded with unsold hay standing on sidings awaiting a favorable market. According to Mr. Lewis' explanation, an equal distribution of permits will be made, governed by the numbers of cars on tracks in Cincinnati yards billed to local consignees.

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According to a recent announcement by Major Harrington, U. S. Q. M. C., in charge of Government purchases of army quartermaster supplies in the Cincinnati district, Assistant Secretary Longnecker of the National Hay Association, Winchester, Ind., has been duly designated as assistant inspector of hay at the Government compressing plant in Cincinnati, operated by the Early & Daniel Company. Mr. Longnecker has been on duty at the plant since the appointment. This move made it possible to dispense with the services of the Chamber of Commerce inspection, and has met with general approval among shippers, as rules of the National Hay Association govern inspection, and the appointment of an officer of the Association as assistant to Lieut. Beverly J. Miller, acting for the Quartermaster General's Office, was unexceptionable.

* * *

A drastic reduction in the production of beer has been forced upon brewers in and around Cincinnati of late on account of the restrictions placed by the Food Administration on the use of malt and grain. The expedient of reducing the alcohol content has helped somewhat, but even with this the output of beer must be materially reduced, in spite of the increased demand which always goes with warm weather, and the forces at most of the breweries have been accordingly reduced. Strong efforts on the part of the brewers to secure more favorable rulings from the Food Administration have been without effect.

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As a result of vigorous representations on the part of Cincinnati grain handlers, made directly to the Railroad Administration, promises of better transportation facilities were made by Director General McAdoo, and H. D. Irwin, manager of the Philadelphia zone of the Grain Corporation, in which zone Cincinnati is located, communicated to the Cincinnati Grain and Hay Exchange plans under which better cooperation between the Food Administration and the Railroad Administration has been accomplished. Country shippers, flour mills and elevator men have been asked to communicate to Mr. Irwin, either through grain handlers or directly, any case of failure to receive cars. The grain men will make requisitions for cars through the railroad local agents, as usual, but have been requested to take up with the Food Administration failures on the part of the railroads to supply cars.

* * *

Charges that many farmers are hoarding wheat have been submitted to the Ohio Food Administration at Columbus, and action has been taken in the shape of submission of lists of farmers in every county to the county administrator, with instructions to make an effort to secure voluntary sale of hoarded wheat, before more drastic measures are taken. It is said that the farmers suspected of this unpatriotic action average more than a dozen to the county, taking the state as a whole, and as requisition has been resorted to in some cases, it will be invoked in many others, according to Food Administrator Fred C. Croxton, unless voluntary sales are made.

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Farmers in the vicinity of Elida, near Lima, Ohio, have organized the Equity Union Elevator Company, with a capital stock of $25,000, for the purpose of constructing an elevator to be operated for the benefit of growers in that vicinity, of whom about 100 have stock in the enterprise. I. Miller, Clement Culp, Geo. Graham, C. F. Stemen and H. A. Lutz are the incorporators.

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The way Uncle Sam does business at the army cantonments, and the size of things at these big camps, may be gathered from the fact that at Camp Sherman, Chillicothe, Ohio, Major W. A. Swallow, constructing quartermaster, has just been authorized to expend $80,000 for the construction of concrete and macadam roads, over which a vast amount of supplies will be hauled. Nine haysheds, to cost $55,000, are in course of construction, and of these two are finished, while a new grain elevator, costing $30,000, has been completed. It is believed that these permanent buildings indicate the policy of the Government to make Camp Sherman a permanent army post after the war.

* * *

The Allen & Wheeler Mills and Elevators at Eldean, near Troy, Ohio, recently had a distinguished visitor in the person of Henry Ford—the only and original Henry Ford. Mr. Ford and his secretary were driving through to Detroit after business visits to Dayton and Hamilton, and stopped at the mills out of curiosity. They were shown around courteously by Messrs. Penn and Carr. Mr. Ford explaining that he was thinking of building a mill himself, and apparently had a very pleasant time. Mr. Ford expressed himself as much pleased with the mill and elevators.

* * *

The Hub Grain Company has been incorporated at Bowling Green, Ohio, with a capital stock of $50,000, by Frank Brandeberry, T. F. Waugh, J. W. Fish, Geo. T. Brim and C. B. Newton, and will operate an elevator at that place.

TOLEDO

C. E. BRYANT - - CORRESPONDENT

AN important event during the past month was the celebration by E. L. Southworth, otherwise known as "Colonel Southworth," of his seventieth birthday on May 31. He was deluged with flowers and many other kind remembrances. His junior partner, K. D. Keilholtz, sent out handsomely steel engraved photos of Mr. Southworth. Mr. Southworth's membership in the Produce Exchange dates back to January 4, 1886.

* * *

Lester Howard, a railroad man of wide experience, and formerly commercial agent of the Norfolk & Western Railway at Detroit, recently accepted a position with H. D. Raddatz & Co. Mr. Howard will look after the traffic end of the business among the trade. His genial smile and pleasing personality have won him many friends during his short time with the grain trade.

* * *

Through the patriotic efforts of Fred Mayer, of J. F. Zahm & Co., and Kent Keilholtz of Southworth & Co., the Second National Bank Building, on whose ninth floor Produce Exchange is located, has the distinction of being the first office building to receive the honor flag in Toledo's $3,000,000 War Chest drive. This building is 21 stories high and houses most of the grain offices of the city. Messrs. Mayer and Keilholtz, always among the first to volunteer their services in activities of this kind, personally saw every person in the entire building and are deserving of much credit for the success of this and past campaigns in the interest of the war.

* * *

Philip Horn of the firm of Horn Bros Company, Monroeville, Ohio, was elected to membership in Toledo Produce Exchange at a recent meeting of the directors.

* * *

H. G. Wilson, traffic manager of the Produce Exchange and Toledo Commerce Club, has been chosen by the Food Administration to give his valuable assistance on rate matters in preparation to handling the movement of the new wheat crop.

* * *

Frank I. King, president of Produce Exchange, is spending most of June in New York City. As a member of the Advisory Committee of the grain trade Mr. King will attend the meeting of that body

with Julius Barnes of the Grain Corporation in New York, June 12. Mr. King will also be present at the Council of Grain Exchanges meeting in Chicago, June 17, staying over for the American Seed Association convention June 18-20.

* * *

Members of the Northwestern Ohio Farmers Elevator Association at their annual meeting on June 2 elected R. W. Graham of Liberty Center, president. Among the Toledo grain dealers who attended the meeting were Kent D. Keilholtz of Southworth & Co., Harry Devore of H. W. Devore & Co., George Forrester, Chatteron & Son; Fred Mayer and Joe Streicher of J. F. Zahm & Co., and Jesse W. Young. Young Grain Company.

* * *

Toledo seed trade will be well represented at the annual convention of the American Seed Association at Chicago, June 18-20. Among those who will attend are: John Luscombe and Joseph Doering of Southworth & Co., F. I. King of C. A. King & Co., Chas. S. Burge and J. A. Smith of S. W. Flower & Co., Fred Jaeger of J. F. Zahm & Co., R. Burge of the Toledo Field Seed Company, and Walton E. Stone of Churchill Grain & Seed Company. Several of the dealers will start early in order to be present at the meeting of the National Wholesale Grass Seed Dealers, June 17.

* * *

Fishing in the wild streams of Michigan is at present claiming the attention of Harry Devore of H. W. Devore & Co., and Charles Mollett, manager of the Lake Erie Milling Company, who will spend several days in the vicinity of Houghton Lake, Mich.

* * *

Although the Railroad Administration's reports show a satisfactory clearing up of the congestion at Eastern terminals, George "I" Woodman, manager of Rosenbaum Bros.' Toledo elevator, is disinclined to believe it. His "kick" seems to be well-founded: On February 2 he reconsigned a car of corn on track at Toledo, to Long Island, N. Y. Although four months have elapsed since the car left Toledo, Woodman was advised Tuesday the car had not yet arrived at its destination. George is now looking for it to turn up "Somewhere in France."

ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

THE first crop scare of the season arrived in St. Louis about on schedule last Tuesday, whipped a stagnant market into activity, and carried corn up 4 cents a bushel in one day, to the highest level touched in nearly two months. High temperatures in Nebraska and the Southwest were used as ammunition for the advance, and the shorts were caught unawares and sent out of the market like a flock of quail. The trade generally has been so satisfied with the scenery over the crop belt, and have played the bear side of the market so conscientiously, that it took only minor buying, and the semblance of a crop scare, to rout the sellers.

A peculiar angle of the advance was that the same territory that reported the high temperatures, and possible damage, was the same that a few days before indicated that the crop was backward owing to low temperatures and excessive moisture. A few days of hot, growing weather generally was needed over most of the corn belt to assure seasonable growth; so that it seemed a decided stretch of the speculative imagination to precipitate a legitimate crop scare on either corn or oats.

Shorts, however, have not forgotten the mad buying wave on the crop failure of two years ago, and consequently run to cover much easier than in ordinary markets. Before the advance came there was little comment on the high price of cash corn over the options, but following the upturn the trade revived the old story that good grades of corn might sell above $2; that the alcohol manufacturers would take care of the low grades; that the farmer would hold his corn until the new crop was further assured; that increase in our army abroad would call for increasing shipments of corn and oats, and that there was nothing in the market for a bear, anyway, as long as the war was to continue.

Despite the fact that the speculative pits took fire for a day or two, it could not be said to reflect any crop trouble in Missouri. The Missouri state report as of June 1 was one of the most favorable ever published. It showed an indicated wheat crop of 50,179,000 bushels, a record-breaker, and compared with 27,540,000 bushels raised last year.

* * *

Maxwell Kennedy of the Kennedy Grain Company, a well-known grain man on the St. Louis Merchants' Exchange, is in a hospital following a minor operation. Mr. Kennedy's friends say he will be out in about 10 days. Matt Woelfle, vice-president of the Bauer Flour Company, is out after being in a hospital for six months. August Rump, flour inspector for the Merchants' Exchange, is confined to a hospital by a minor operation.

* * *

Several changes in grain firms have taken place on the St. Louis Merchants' Exchange. William T. Rooke is in charge of Logan & Bryan's Chicago office, which he left about two years ago, and was succeeded by Bert Forrester. Mr. Forrester now is associated with the Gus Veninga Grain Company. Harry Watson, for several years connected with the Langenberg Bros. Grain Company, has entered the grain business with George Echerts.

* * *

Much interest is attached by grain men to the meeting at Washington this week, to consider establishment of a large barge line on the Mississippi River between St. Louis and New Orleans. The committee representing the Merchants' Exchange includes President J. O. Ballard, Marshall Hall of the Marshall Hall Grain Company, W. B. Chamberlain. Information has been prepared to refute the claims of certain railroads that there is not sufficient channel between St. Louis and New Orleans for large barges. Years ago the Mississippi River was the route for shipment of large amounts of grain and flour to Southern cities, and the grain trade believes that eventually this business can be restored.

* * *

Several real Indians from a company playing at a summer garden were introduced on the floor of the Merchants Exchange one day last week, by E. M. Taylor, a former grain man. The Indians paraded around the hall and finally were led into the pit. One trader remarked that it looked like an opportune time for a "scalp" in the market.

* * *

Flag day was celebrated on the Merchants Exchange by music and an address to members by F. O. Watts, president of the Third National Bank. Trading in the pit ceased for 15 minutes while the celebration was on.

* * *

John E. Hall, a well known grain man, created more fun and excitement on the Merchants Exchange while the Red Cross drive was on, than has been seen on the floor in some time. Mr. Hall shipped in a small pig, and asked that it be auctioned off. It was, but not until the pig had objected strenuously to the preceedings. P. P. Connor acted as auctioneer and after the pig had been bought and resold up to $400, William T. Hill, a realty trader, bought it for "keeps" for $100. A few days later Edward Hunter of the Hunter Grain Company donated a calf which was sold for $150. This was no relation either to the bull Holstein calf that recently was sold for something over $100,000 on the strength of its pedigree.

* * *

E. W. Lansing, representative on the Merchants Exchange for James E. Bennett & Co., Chicago, has lost two employes recently to the war service. Sam Weinsberg left last week for Puget Sound to join the naval forces. Some weeks previous, his brother Sam entered the regular army and is now on his way to France.

KANSAS CITY

B. S. BROWN - - CORRESPONDENT

DELIVERIES on May contracts at Kansas City were only 112,000 bushels of oats, including 10,000 bushels on track. Contracts for May corn were ordered settled at the maximum price of $1.28 several months before the end of the month. Many Kansas City grain dealers regret that trading was ever attempted on the basis of a limited contract. There were some reports of dissatisfaction on the part of dealers who wanted delivery.

* * *

Cort Addison, president of the Addison-Benton Grain Company, following a crop inspection trip in the Panhandle, said the wheat outlook there was anything but favorable, due to insufficient moisture, and that many growers probably would replant to kaffir and milo. Cattle feeders were generally pessimistic.

* * *

E. O. Moffatt, president of the Moffatt Grain Company, made a business tour in the East and South which took him through 15 states. He commented strongly on the unusual activity displayed at the Kansas City Board of Trade, as compared with exchanges in other cities of the same size.

* * *

James E. Marvin, fire warden, has commenced investigation of the origin of the fire which destroyed the elevator of the Kemper Milling Company, near Askew Avenue and the Chicago and Alton tracks in the East Bottoms early on the morning of June 1. The blaze was discovered by a watchman from a nearby warehouse. The estimated loss on the structure was approximately $10,000 and on the grain which it held about $35,000.

* * *

W. C. Goffe of Goffe & Carkener was general of one of the six teams which collected nearly $1,000,000 during the Red Cross drive, the city's quota amounting to only $800,000. The women's team had the high record with $269,000 and Mr. Goffe's team was second with $227,000. Harry Diffenbaugh and George H. Davis, members of the Board of Trade, were on his team. No official tabulation was made of the grain trade's contributions, as all the Exchange Building was not in the same district, but the total was understood to be large. Mr. Goffe secured his soliciting experience as a Liberty Bond salesman. Kansas City business men have entered these various war enterprises with great enthusiasm. During the weeks of the campaign, noon meetings are held which ostensibly are to put the pep into the workers. The real service of the occasion is to give them a chance to let off steam. The five teams of men workers each had its yells and its songs—and each took great pride in its general. There was especial competition between the divisions headed by Mr. Goffe and Mr. Mosier, a cigar manufacturer. This competition had existed between the teams of these generals in Liberty Bond campaigns.

At the big meeting in Convention Hall, nearly 3,000 of the men and women sat down to the banquet, served on the arena floor. The banner for the winning men's division was presented to Mr. Goffe. He immediately walked over with it to the Women's Division and presented it to their leader, Mrs. H. P. Wright, whose husband is known among all business men and especially among grain and security men. This graceful compliment was wildly cheered. Naturally the crowd during that week, and the chairman of each meeting, had its fun with the generals. The familiar designation of Mr. Goffe by the chairman was either "that handsome general" or "Beau Brummel of the Kansas City Campaign" or that "Noble Knight of the Red Cross." To all of these compliments, Mr. Goffe did not turn a hair—but his arch co-workers cheered to the echo.

ELEVATOR AND GRAIN NEWS

IOWA

The Union Lumber Company is building a new grain elevator at Casey, Iowa.

A grain elevator situated at Ackley, Iowa, has been taken over by T. P. and O. G. Wade of Page.

The interest of Otis Day in the elevator at Goodell, Iowa, operated by the Day Bros., has been disposed of by him.

The Hubbard & Palmer Elevator at Rock Rapids, Iowa, has been taken over by the Farmers' Elevator Company of Lakewood.

Efforts are being made by those interested in the Farmers Elevator Association of Floyd, Iowa, to have a grain elevator built at Evander.

The elevator and lumber business of the B. H. Shute Company at Dedham, Iowa, has been disposed of by him to Zitzlsperger, Finnegan & Co.

The Fromm Bros. are interested in the construction of a 24,000-bushel elevator on their farm in Douglas Township, Shelby County, Iowa.

A temporary organization has been formed by farmers at Hobart (r. f. d. Algona), Iowa, to build a grain elevator. Geo. Baier is temporary chairman.

The Rothschild Grain Company of Atlantic, Iowa, has purchased from F. J. Nichols, the latter's elevators situated at Brayton and Exira. Immediate possession was given the new owner.

The Updike Elevator situated at Irwin, Iowa, has been purchased by Fred Rubs. He will operate the plant immediately. Mr. Rubs was formerly engaged in the grain and stock business at Botna.

The firm name of the Farmers Elevator & Supply Company at Eagle Grove, Iowa, has been changed to that of the Farmers Co-operative Company. The capital stock of the corporation is $75,000.

The Farmers Grain Elevator Company of Dayton, Iowa, has contracted with the Burrell Engineering & Construction Company for a new 20,000-bushel concrete elevator and a 10,000-bushel cribbed elevator.

The Bowles-Billings-Vessler Elevator at Marshalltown, Iowa, has been purchased by farmers of Marshall County. The firm was just recently formed and is backed with capital stock totaling $50,000.

Articles of incorporation have been filed for the Farmers Co-operative Elevator Company which will operate at Pioneer, Iowa. Capital stock of the company is $25,000. M. J. Ford, John Doyle and others are interested.

W. I. Sargent is president; R. E. Sargent, secretary of E. I. Sargent & Sons which was recently incorporated at Des Moines, Iowa, to conduct a grain, hay and feed business. Capital stock amounts to $25,000.

Half interest in the recently constructed Spracher Elevator located at George, Iowa, has been purchased by H. V. Behrends. Mr. Behrends has been for the past 26 years manager of the Edmonds & Londergan Elevator at Matlock.

The elevator and coal business at Washington, Iowa, formerly owned by C. A. Chalmers has been sold to D. H. McLaughlin, Dr. C. W. McLaughlin, W. S. Eldridge and J. M. Godfrey. They will operate under the firm name of the Washington Elevator Company.

The Farmers' Elevator Company of Marne, Iowa, has purchased the new elevator there which is being built by Rothschild Grain Company of Atlantic. As soon as construction work has been completed the farmers' company will start operations on same.

Incorporation papers were recently filed for the Farmers Elevator Company to operate at Adel, Iowa, capitalized at $25,000. W. Van Meter is president and W. Ruscher, secretary of the organization. The company will build a grain elevator of 25,000 bushels' capacity, it is expected.

The interests of the Updike Grain Company in the elevator and grain business at Lake View, Iowa, have been purchased by Frank Simmons. He in turn has disposed of half interest in the plant to Peter Smith. Mr. Simmons has been manager for the Updike concern for some time past.

The partnership conducted at Spirit Lake, Iowa, as the DeWolf & Wells Elevator Company has been dissolved. Mr. DeWolf has taken over seven of the plants and A. J. Wilson the remaining eight. The former's elevators are located at: Gillet Grove, Webb, Marathon, Albert City, Plesis, Royal and Maclay; the latter's at: Terril, Langdon, Spencer, Greenville, Rembrandt, Ruthven, Trusdale and Plover.

Preparations are under way by W. F. Shindley for the erection of a new elevator at Lewis, Iowa. The plant will be 30x33 feet with a cupola 26 feet high. The capacity of the establishment will be 20,000 bushels. The equipment of the plant will be modern and will include a dump for motor trucks and wagons. The old elevator which was built 30 years ago by him when he first entered the grain business in that town is being torn down to make room for the new plant.

ILLINOIS

The Farmers Elevator Company has filed articles of incorporation to operate at Dundee, Ill., capitalized at $8,000.

G. W. Madden has disposed of his piece of property at Thawville, Ill., to the Thawville Farmers Grain Company.

The capital stock of the Farmers' Grain Company operating at Sutter, Ill., has been increased from $3,700 to $25,000.

Capitalized at $40,000, the Paxton Farmers Grain Company was incorporated at Paxton, Ill., to deal in grain, coal, lumber and building materials.

The capital stock of the Bruce Farmers Grain Company which operates at Bruce (r. f. d. Milford), Ill., has been increased from $8,500 to $25,500.

The new elevator being built at Kankakee, Ill., for the Kankakee Farmers Grain Supply Company will be finished and ready for operation by August 1.

The charter of the Sheffield Farmers' Grain Company of Sheffield, Ill., has been amended increasing the capital stock of the concern from $10,000 to $20,000.

A co-operative elevator company is to be organized at Plymouth, Ill., for farmers in the vicinity of that town for the purpose of building and operating a grain elevator there.

The contract has been let by the Fairmount Grain & Elevator Company of Fairmount, Ill., for a new concrete elevator to take the place of the old one which is to be torn down.

The elevator of C. W. Peterson at Grand Ridge, Ill., has been taken over by the Farmers Elevator Company for the consideration of $14,000. The firm has also leased the Williams & Williams Elevator.

The Bartlett, Frazier Company has been granted a permit to build a one-story timber grain elevator in the city of Chicago, Ill., on 102nd and Commercial Avenue. The proposed plant will cost $60,000.

Articles of incorporation have been filed by William Hughes Diller, Isaac R. Diller and T. W. Quinlan as the Hurlbut Farmers' Grain Company of Elkhart, Ill. The company has capital amounting to $2,500.

The capital stock of the Argenta Grain Company has been increased following the amendment of the charter of the company. The former capital of $20,000 has been doubled. The company operates at Argenta, Ill.

E. M. Maher, H. P. Zink, J. A. Barrett, Carl Gibbs, Samuel Wiley and E. B. Gileart have filed incorporation papers for the Elmwood Elevator Company which will operate at Elmwood, Ill. The organization is capitalized at $25,000.

A state charter has been granted the Radford Grain Company to operate at Decatur, Ill. Frank L. Evans, a well known grain buyer of Decatur, is interested together with Ora and Valeria McDaniel. Capital stock of the corporation is $35,000.

Incorporation papers have been filed for the Pearl City Farmers Grain & Elevator Company of Pearl City, Ill., capitalized at $15,000. W. H. Hummermeier, E. Flynn, C. W. Kloepping, Henry Brady and John Johnson are interested in the firm.

Peter T. Far, Chas. Pfitzenmaier, Fred Volentine, David L. Spence and Frank L. Sponsler are named as incorporators of the Farmers' Grain & Coal Company which has been incorporated to operate at Aledo, Ill. The organization is capitalized at $10,000.

Equipment has been installed in the Minnesota Elevator of the Armour Grain Company, Chicago, Ill., for the manufacture of corn grits which will be used in the company's plant at Battle Creek, Mich., in making Maple Flakes. A stock food is also now being manufactured by the grain firm.

Articles of incorporation have been filed with the secretary of the state of Illinois by R. T. Fortune, Thomas Noble, M. W. Carroll, Thos. Carroll, Wm. Hickey, H. G. Noble and John D. Powers for the Brocton Farmers' Grain Company. The company will operate at Brocton, Ill. Capital stock amounts to $25,000.

INDIANA

Articles of incorporation have been filed for the Ingalls Grain Company at Ingalls, Ind., capitalized at $10,000.

The elevator of the Perkins Bros. at Stroh, Ind., is to be enlarged. Improved, it will have a capacity of 18,000 bushels.

The elevator of B. B. Evans at Sullivan, Ind., has been purchased by J. C. Fairhurst of Plainville. The new owner will remodel and enlarge the elevator.

The La Fayette Corn Flour Mills are contemplating the erection of storage tanks and elevator facilities with capacity of 100,000 bushels at La Fayette, Ind.

A modern elevator of 15,000 bushels' capacity is to be built at Rossville, Ind., for N. W. Mattix of Frankfort and Everett Reveal of Rossville. The old elevator there is being torn down.

Incorporation papers have been filed for the Farmers Elevator Company which will operate grain elevator at Otterbein, Ind. Timothy Harrington, Jr., is president; Chas. B. Maddox, secretary.

The Farmers Grain & Supply Company has been incorporated at Thornhope (near Winamac) Ind., capitalized at $15,000. The company has purchased Geo Raub's elevator there and will operate it.

Capitalized at $40,000, the Wasmuth Grain & Coal Company was formed at Huntington, Ind., to deal in grain, coal, fuel and building materials. A. Wasmuth, D. A. Wasmuth and E. M. Wasmuth are interested in the new concern.

The two elevators of Robert Alexander operated at Buck Creek and Colburn, Ind., have been sold to the Buck Creek Farmers Co-operative Association. The latter company is now disposing of stock in the two plants to farmers in that territory. The Buck Creek firm had contemplated building a new elevator but was refused a permit by the Indiana State Council of Defense.

MINNESOTA AND WISCONSIN

Business operations have again been started in the Waconia, Minn., elevator of W. P. Kusserow.

The old elevator of the firm C. E. Richmond & Co., at Plainview, Minn., is to be torn down and replaced by a modern elevator building.

Farmers and business men around Kimball, Minn., have organized a company and will build a farmers elevator there in the near future.

A new foundation has been built to the plant of the Farmers Elevator Company at Madison, Minn., and the interior is being overhauled and remodeled.

Under the rules of the Duluth Board of Trade, the elevator operated by the Spencer Kellogg & Sons at Superior, Wis., has been declared a "regular" for delivery.

E. Craite & Son Company of Rice Lake, Wis., has made plans for the erection of an addition to its elevator and mill plant. Details have not as yet been decided upon.

A modern elevator of concrete construction is under course of erection at Danube, Minn., for the Farmers Elevator Company. C. W. Liehn is in charge of the construction.

S. G. Schnorenberg is president; F. T. Robins, secretary of the Sims Malt & Wheat Company which will operate at St. Paul, Minn. The company will build a $50,000 plant.

The elevator at Warren, Minn., is now being rebuilt by the Gillesbye Elevator Company. The plant will be of 40,000 bushels' capacity, making the total capacity of the company 55,000 bushels.

A three-story addition, 40x100 feet, is to be built to the grain elevator, feed mill and flour and feed warehouse of J. L. Ross Company at Superior, Wis. The plant will be of brick and mill construction.

The George Parden Elevator situated at Luverne, Minn., has been purchased by E. A. Brown. Mr. Brown will use his old elevator as a storehouse

and will conduct his principal business in his new plant.

Plans have been completed by the stockholders of the Farmers Equity Exchange of Correll, Minn., to purchase the elevator owned and operated by M. S. Mahoney and to operate same in connection with their elevator.

The Tyler Grain Company of Tyler, Minn., recently purchased a site and is removing the buildings located on it preparatory to erecting a new building there. The plant will be of brick construction, two stories in height.

The W. D. Morgan Company has started construction work on its elevator at Ladysmith, Wis. The plant will be 40x50 feet and will be of brick or concrete construction. There will be 12 grain bins in the elevator each to be 7x10 feet, 16 feet high.

The contract has been let by James Gillespie for the erection of a 40,000-bushel elevator at Stephen, Minn. The elevator will consist of 17 bins and will be operated in connection with his other elevator. The plant will be equipped with modern machinery for handling grain, including dumping and weighing facilities.

Building operations have been completed on the Knouf & Tesch Elevator at Greenleaf, Wis. The plant is 32x110 feet and has a capacity of 20,000 bushels. The bins are to be used for storing clover seed, barley, oats and wheat, each bin having a capacity of 5,000 bushels. The plant is fireproof and is of concrete construction.

Aug. Evert recently concluded negotiations with the Kennedy Grain & Supply Company for the latter's elevator, known as the North Elevator, located at Kennedy, Minn. After July 1 he will operate the plant and make several necessary improvements and installations of modern machinery. Mr. Evert has been manager of the Farmers Elevator at Pillsbury, N. D., for several years.

Reports state that the Eagle Roller Mills Elevator at Minneota, Minn., is to be rebuilt this summer. The elevator is one of the oldest buildings in that town and primarily was the property of the L. C. Porter Milling Company. Since then it has passed through several hands, including the farmers' company which after operating for a short while dropped out of existence. The new elevator is to be of modern construction and equipped with up-to-date machinery.

MISSOURI, KANSAS AND NEBRASKA

A new warehouse is now being built for the Farmers Elevator at Duncan, Neb.

A new elevator is to be built by Frank Mossman of Vera (r. f. d. Paxico), Kan.

Probably a new grain elevator will be built in the near future at Springfield, Mo.

A new elevator is being built at Furley, Kan., for Frank Rowe of Conway Springs, Kan.

H. O. Schaaf has sold his elevator at David City, Neb., and is now out of the grain business.

Capitalized at $75,000, the Farmers' Grain & Supply Company was recently incorporated at Ashland, Kan.

The Lodgepole Lumber & Grain Company has been incorporated at Lodgepole, Neb., capitalized at $50,000.

A 10-ton Fairbanks Scale has been installed in the plant of the Shaum Elevator Company at Tarkio, Mo.

A new concrete elevator is under course of erection at Loomis, Neb., for the Farmers Co-operative Company.

Capitalized with stock of $20,000, the Farmers Co-operative Equity Exchange was incorporated at Patterson, Kan.

The Dophin Jones Elevator located at Sholes, Neb., is now owned by Fred Schroeder. He paid $5,200 for the plant.

The recently organized Farmers Co-operative Company has purchased the grain business at Waco, Neb., from J. A. Gilbert.

Incorporation papers have been filed for the Padonia Co-operative Grain Association of Padonia, Kan., capitalized at $20,000.

The contract has been let by the Farmers' Union at Osawatomie, Kan., for the erection of an elevator and warehouse costing $15,000.

The office of the Farmers Grain & Supply Company at Hastings, Neb., has been remodeled and equipped with new furnishing.

The capital stock of the Golden Belt Grain & Elevator Company of Topeka, Kan., has been increased from $75,000 to $100,000.

New machinery has been ordered by the Karl Ehrlich Grain Company to be installed at Canada, Kan., in its elevator located there.

Incorporation papers have been filed for the Farmers Co-operative Union, capitalized at $15,000, which will operate at Lyons, Kan.

Several improvements are to be made by the Rock Mill & Elevator Company of Garfield, Kan. An electric motor is to be installed.

A grain elevator located at Stromsburg, Neb., has been purchased by W. W. Topf, who recently sold his plant situated at Rockford.

A grain elevator 32x32 feet is to be built for the Farmers Elevator & Supply Company of Appleton City, Mo. The plant will cost $12,000.

Farmers in the vicinity of Gilman City, Mo., are contemplating organizing for the purpose of building and conducting an elevator there.

The Heald Elevator at Morrill, Kan., has been purchased by the Farmers' Co-operative Association which is backed with capital stock amounting to $20,000.

A new elevator is to be erected for the Farmers Union at Cedar, Kan., replacing the old one there. R. E. Anderson will be in charge of the plant.

The Farmers Union of Winnebago, Neb., is contemplating the erection of a new grain elevator with capacity of from 40,000 to 50,000 bushels.

The contract has been let by the Sumner County Farmers' Union the erection of a grain elevator on the Kansas Southwestern Railroad at Ashton, Kan.

The Ellsworth Mill & Elevator Company at Bunkerhill, Kan., has made plans to equip its elevator there with a new engine, cleaner and other equipment.

The Burrell Engineering & Construction Company has secured the contract for the erection of a 54,000-bushel elevator at Benedict, Neb. It will cost $28,000.

The old elevator at Caney, Kan., has been purchased by Guy James. He is making improvements on same after which he will put it into operation immediately.

The Duff Elevator at Summit, Neb., has been purchased by the Farmers Elevator Company of Paul. This plant gives the farmers' company two operating elevators.

An organization of farmers at Ramona, Kan., has purchased the elevator there formerly owned by John S. Strickler. They will operate the plant in the near future.

The Farmers Co-operative Elevator Association succeeds the Farmers Grain Company at St. Paul, Kan. The new company is to operate on the co-operative basis.

The Farmers Co-operative Elevator Association was recently granted a state charter to operate at Morganville, Kan. Capital stock of the firm amounts to $15,000.

John Selk has disposed of his elevator at Plymouth, Neb., to the Home Grain Company. The new company is capitalized at $40,000. Mr. Selk retires from business.

Interest in the W. H. Vickers Elevator Company, Liberal, Kan., has been taken over by J. H. Salley. The firm will hereafter be known as the Vickers Grain & Seed Company.

The plant of the Farmers' Grain Company at Schuyler, Neb., is to be rebuilt. The elevator will be as nearly fireproof as possible and will be either of steel or concrete construction.

W. C. Melahn, Roy Barkley, T. Hitz and others have filed incorporation papers for the Farmers Elevator Company to operate at Rush Hill, Mo. Capital stock amounts to $12,000.

The Consumers Mill & Elevator Company has been incorporated at Belle Plaine, Kan., capitalized at $12,000. Frank Speer, J. W. Short and I. N. Zumbrun are the principal stockholders.

The elevator of the Brock Grain Company at Brock, Neb., has been purchased by the Farmers Co-operative Association. The new owners are backed with capital stock amounting to $50,000.

Articles of incorporation were filed by the Valley Center Farmers' Union Co-operative Mercantile & Elevator Company which will operate at Valley Center, Kan. The corporation is capitalized at $10,000.

Providing that the plan is backed properly by the farmers and citizens of Chetopa, Kan., J. H. Weiser of Hico, Texas, and J. P. Casey of Oklahoma City, are planning to build a co-operative elevator in that city.

The Updike Elevator at Surprise, Neb., is now being operated by the Farmers Elevator Company which bought the plant some time ago. Ed. Brown of Gresham will operate the plant for the new owners.

The Washington County Farmers Union Co-operative Association of Washington, Kan., now operating eight elevators, is building a new elevator at Spence, Kan. John F. Mueller is manager of the elevator.

Construction work is now under way for the Walnut Creek Milling Company on its new elevator at Dundee, Kan. The plant will be of concrete and steel construction and will have a capacity of 35,000 bushels.

The old elevator of the Ellsworth Mill & Elevator Company at Ellis, Kan., has been wrecked and is being replaced by a new building of 40,000 bushels' capacity. The company is remodeling its elevator at Frederick.

Capitalized at $10,000, the Annada Elevator Company has been organized at Annada, Pike County, Mo., to handle grain, lumber, livestock and other products. Possibly it will operate a flour and feed mill and elevator.

A company has been formed by J. D., and Levi Zimmerman and Murray and Paul Ross at Whitewater, Kan., which has purchased the elevators at McLain and Heston and the elevator and flour mill at Whitewater, Kan.

The Cooper Mills, Humboldt, Neb., are building a new grain storage tank with capacity of 10,000 bushels, adjoining their main structure. A new warehouse, 30x60 feet, is to be built to be used for storing mill products.

The Henson Elevator at Paola, Kan., may be purchased by the Farmers Co-operative Association or else they will purchase a plant there. Over $15,000 have been subscribed. P. H. Heidecker is president; A. F. McHenry, vice-president of the company.

The Miller Cereal Company of Omaha, Neb., has given the Lehrack Contracting & Engineering Company the contract for the erection of an additional 70,000-bushel storage house and head house. The new structure will be of reinforced concrete construction.

The Golden Belt Grain & Elevator Company of Topeka, Kan., has added two elevators to its line having bought the Brandon Grain Company's elevator at Clyde, Kan., and leased the Fritz Elevator at Rossville, Kan. L. P. Davis is the company's manager at Clyde.

The Farmers Elevator Company of Norwich, Kan., has awarded the contract for the erection of a new 40,000-bushel elevator there. The equipment will include motor drives, automatic scales, special elevator leg, distributor, steel manlift, Eureka Cleaner, grinder and exhaust fan.

A new headhouse costing $25,000 is to be built to the South section of the storage tanks of the Buchanan Elevator Company's plant at St. Joseph, Mo. The addition will complete the elevator unit and will facilitate the handling of grain. The headhouse will be of steel and concrete construction, 40x25 feet, 60 feet high. It will be equipped with an additional loading leg which will load four cars an hour, and also a 2,000-bushel weighing device. When the addition is complete 120 cars may be loaded in 10 working hours. The elevator, which is controlled by Swift interests, has been in operation for three years and last fall 16 new storage tanks were added, making the total capacity of the plant more than 1,000,000 bushels.

SOUTHERN AND SOUTHWESTERN

A grain elevator is to be built at Waynoka, Okla., for the Farmers Co-operative Association.

The new elevator and mill on the M. K. & T. Railroad at Dewey, Okla., is now under the charge of Mr. Vermillyea.

The capital stock of the Columbia Mill & Elevator Company of Columbia, Tenn., has been increased from $40,000 to $100,000.

The capital stock of the Durant Grain & Elevator Company operating at Durant, Okla., has been increased from $25,000 to $75,000.

J. J. Gibson and others have incorporated at Nash, Okla., as the Home Grain Company. The capital stock of the firm amounts to $10,000.

L. J. Rice & Co. have been incorporated at Bridgeport, W. Va., to conduct a grain, feed and mercantile business. Capital stock is $25,000.

Cross & Robinson Grain Company of Supply, Okla., has dissolved and the firm will in the future operate as the Robinson & Brown Grain Company.

The charter of the Clark-Lynn Grain Company of Texarkana, Texas, has been amended increasing the capital stock of the company from $25,000 to $60,000.

The capital stock of the Lack-Redford Elevator Company located at Paducah, Ky., has been changed. The former capital of $25,000 was increased to $75,000.

The Inola Farmers Elevator Company was incorporated at Inola, Okla., capitalized at $10,000. N. J. Heibert, H. C. Ruppel and F. M. Courtney are interested.

J. B. Kilgore, Jr., H. N. Holmstrom and Dr. M. F. Bollinger have filed incorporation papers for the Oktaha Mill & Elevator Company of Oktaha, Okla., capitalized at $6,000.

Construction work has been completed on the new elevator of the Blackwell Mill & Elevator Company at Autwine, Okla., a town on the Santa Fe Railroad a few miles south of Blackwell.

An addition, two stories in height and of brick construction with concrete flooring, is to be erected for the Fouke Grain Company of Texarkana, Ark. The contract for this building has been let.

A two-story building, in which the company will handle feedstuffs, is being built at Newbern, Tenn., for the Newbern Grain Company which was organized at that town last fall. Hugh Scobey is manager of the firm.

The Oconee Milling & Grain Company has petitioned for a charter to operate at Dublin, Ga. The

capital stock of the company will be $20,000. D. S. Brandon, A. D. Blackshear and A. T. Brandon are interested in the company.

The Blue Star Elevator Company operating at San Antonio, Texas, announces a change in the management of the office of that firm since May 1. W. H. Killingsworth has been succeeded as manager by H. S. Masters; H. E. Carroll is secretary.

The Watonga Grain Company of Watonga, Okla., had its new elevator, J. W. Gerhardt, manager, in operation on June 1. The plant is 35 feet in diameter, 105 feet high and is built of reinforced concrete. The cost of the building is estimated at $14,000.

The Guthrie Milling Company is building two large concrete storage tanks of 250,000 bushels' capacity at Guthrie, Okla. The contract has been let to the Burrell Engineering & Construction Company. Improvements will cost $90,000. Machinery for a 1,200-barrel mill has also been ordered.

The license of the Hyatt Grain Company located at Waelder, Texas, for dealing in grain, feeds, rice, and cotton seed has been revoked by the Food Administration because of numerous complaints filed against the company claiming that it was a mere speculator and a menace to legitimate business.

O. P. Lawson of McGregor, Texas, has negotiated with N. R. Legg and Grady Hanover transferring his grain and feed business to the latter. By this transaction, the firm Legg & Hanover gets possession of three large warehouses in McGregor and one at Oglesby and a corn sheller and grain elevator.

A five-story brick storage house and a one-story warehouse is to be built at Fort Worth, Texas, for the Golden Rod Mills. The company is capitalized at $80,000 but the capital stock is to be increased in the near future to $200,000. The improvements are to be completed and the plant in operation by October 1. The company was formed in September, 1911, as the Fort Worth Grain & Elevator Company with capital of $4,500. In October, 1914, the plant was burned down and in January, 1915, it consolidated with the A. B. Crouch Grain Company, assuming the name of the Golden Rod Mills. Southwestern business men are interested in the company.

OHIO AND MICHIGAN

Capitalized at $200,000, the Thomas Elevator Company was recently incorporated at Grand Rapids, Mich.

The Caledonia Farmers Elevator Company has been organized at Caledonia, Mich., capitalized at $30,000.

The capital stock of the Botkins Grain Company of Botkins, Ohio, has been increased from $15,000 to $25,000.

The capital stock of the Letherman-Gehman Company at Canton, Ohio, has been increased from $75,000 to $125,000.

The charter of the Ohio Grain Elevators Company operating at Galion, Ohio, has been amended increasing the capital stock of the company from $30,000 to $50,000.

The Ohio Elevator Company has purchased the elevator of H. M. Brown located at Mechanicsburg, Ohio. The elevator will be operated under the management of N. Guest.

D. A. Collins and others are interested in the recently organized Hamler Co-operative Grain Company of Hamler, Ohio. Capital stock of the organization totals $40,000.

Campbell & Price of London, Ohio, who conduct a grain, general merchandise and coal business, have been reorganized. They have done business in London for the past 26 years.

The Central Erie Elevator Company was formed not long ago at Sandusky, Ohio, and has purchased the Turner Elevator situated at Prout's Station. Louis Stautzberger is to act as manager temporarily.

The Equity Union Elevator Company has been organized at Elida, near Lima, Ohio, by farmers to construct a grain elevator. I. Miller, Clement Culp, Geo. Graham, C. F. Stemen and H. A. Lutz are interested.

Incorporation papers have been filed for the Wakeman Milling & Elevator Company of Wakeman, Ohio, capitalized at $50,000. R. F. Vandemark, K. Sage, Geo. R. Allen, Loretta Hamburger and S. H. Squire are interested.

James Houston is president; R. E. Strickling, vice-president; Levi J. Winn, secretary-treasurer of the recently incorporated Eaton Rapids Co-operative Elevator Company of Eaton Rapids, Mich. Capital stock of the firm is $50,000.

John W. Watson, C. B. Smith, Isaac Tennant, F. V. Allison and D. H. McMillan have filed incorporation papers at Marengo, Ohio, capitalized at $20,000 under the name of the Marengo Co-operative Company. The firm will handle grain, farmers' supplies, etc.

A new bean elevator and warehouse, costing $20,000, is being built at Albion, Mich., for the Co-operative Farmers Elevator Company. The firm is also building a bridge across the Kalamazoo River, upon which it is situated, which will facilitate access to the plant.

The Goemann Grain Company formerly operating at Mansfield, Ohio, has withdrawn temporarily from the grain business, effective June 1. The firm has sold its grain elevator there to the Mansfield Milling Company. he plant will be concluded under the firm name of the Mansfield Elevator Company with H. M. Witbeck, of the Federal Milling Company, Thompson Milling Company and Mansfield Milling Company, president; L. C. Chase of the Mansfield Milling Company, vice-president; William Zang, formerly of the Goemann Grain Company and lately of the Central Milling Division of the U. S. Food Administration, secretary. The elevator has a storage capacity of 1,000,000 bushels; loading capacity 40 cars daily; corn dryer, 18,000 bushels; oats clipper, 24 bushels; oats sulphurer, 72,000 bushels; sacked grain is to be handled by the plant.

WESTERN

A new elevator has been built at Meekton, Colo., by Mr. Cuntz.

A new elevator and mill is to be erected at Lacrosse, Wash., for the Lacrosse Feed Mill.

At Huntsville, Wash., a new 75,000-bushel elevator is to be constructed in the near future.

A new elevator is to be built at Klondike, Ore., for the Farmers Elevator Company operating there.

A new elevator is to be built at Santa Fe, N. M., for O. A. Talbot & Co., who own a line of 68 elevators in New Mexico.

The Equity Co-operative Association's holdings at Cascade, Mont., and elsewhere have been purchased by the Cascade Co-operative Association.

A 25,000-bushel elevator is being built at Newdale, Idaho, for the Thomas Bros. of Ashton, Idaho. The plant will be ready to handle the fall crops.

Construction work on the new grain elevator at Grangeville, Idaho, has practically been completed. Operations were started during the first week of June.

Farmers in the vicinity of Benge, Wash., are building a new elevator of 20,000 bushels' capacity. It will be operated under the name of the Benge Elevator Company.

The Clark-Burg Elevator Company of Cheney, Wash., has settled the difficulties which it encountered regarding a suitable site for its plant and will build on its former location.

The capital stock of the Farmers Union Elevator & Warehouse Company located at Lamont, Wash., has been increased from $8,000 to $20,000. The company is building a new elevator to handle bulk grain.

The announcement has been made, it is reported, that three steel grain elevators are to be built at Knight's Landing on the Sacramento River, near Woodland, Cal., for the California Producers' Exchange.

Herman Wilke has contracted for the erection of a 15,000-bushel elevator on his farm which is located six miles northeast of Davenport, Wash. The plant will have 12 bins and will be 40 feet high, costing $4,200.

Three new elevators are to be built in the future on the Lake Basin Branch Railroad by the Star Elevator Company of Billings, Mont. At each elevator will be provided an office, coal sheds and a residence for the local manager.

The Farmers Union at Yuma, Colo., has purchased the Shannon Elevator located at that point. Probably the same firm will purchase an elevator at Hyde. The Farmers Union will build an elevator at Schramm this summer.

The Le Grand Grain Elevator Association of Le Grand, Cal., has been granted permission to issue nine equal shares or memberships for $2,000 per membership. The association expects to purchase a site and build upon same a modern elevator to handle and store bulk grain.

Work is practically completed on the two new concrete bins for the elevator of the Mark P. Miller Milling Company at Moscow, Idaho. The Burrell Engineering & Construction Company had the contract. The bins are 18 feet 6 inches in diameter and 102 feet 6 inches high and are of concrete construction.

Articles of incorporation have been filed for the Farmers Warehouse & Elevator Company which will operate at Deary, Idaho, capitalized at $25,000. W. A. Bower, H. L. Ingle, William Smith, Knight Reid, Hans H. Sneve, Frank Whitcomb and W. W. Reid are interested. A 40,000-bushel elevator is to be built for the company in the near future.

The contract has been let by the Barkemeyer Grain & Seed Company of Great Falls, Mont., for the erection of a fireproof warehouse to be completed before August 1. An elevator will be probably built in the near future which will have a capacity of 40,000 bushels, if milling or cleaning in transit rates are granted the city by the railroads.

The contract has been let by the Farmers Elevator Company located at Columbus, Mont., for numerous changes and repairs to be made to its plant. A new foundation is to be put under the building and two new legs installed, replacing the present one, which will be torn out. A double distributor will be installed and the automatic scale will be removed to the cupola floor. The repairs will cost $3,000.

The contract has been let by the O'Neill Grain Company of Spokane, Wash., for the erection of a new 25,000-bushel grain elevator on the Northern Pacific right-of-way at Tokio, near Ritzville, Wash. The plant will cost $8,000 and, it is expected, will be completed by July 1. The O'Neill company operates seven warehouses at Tokio, Ritzville, Cunningham, Mabton, Keystone, Sprague and Spangle.

EASTERN

Capitalized at $200,000, the Keystone Cereal Company has been incorporated at Portland, Maine and will deal in grain, hay, fuel and lumber.

W. P. Healy, F. W. Collet, F. M. Quinlan of Rochester, N. Y., have filed incorporation papers at that town under the name of the Munroe Warehouse Company of Rochester. The company will handle grain and flour and is capitalized at $100,000.

Four grain bins, 12½ feet in diameter, 65 feet deep, are being built at Washington, D. C., by the Wilkins-Rogers Milling Company. The tanks are of reinforced concrete with reinforced concrete flooring. The cost of the bins is estimated at $25,000. The work is being done by Deverell, Spencer & Co.

The contract has been let by the Baltimore Pearl Homing Company of Baltimore, Md., for the erection of a ear corn storage building, 24x26x124 feet, and a corn crib, 24x48x56 feet. The plant is to be of reinforced concrete construction with reinforced concrete flooring. The cost is estimated at about $50,000.

THE DAKOTAS

A double leg and a 20-horsepower engine is to be installed in the farmers' elevator at Omemee, N. D.

The Liberty Grange Co-operative Company has taken possession of the Davenport Elevator situated at Bushnell, S. D.

Operations are to be started in the National Elevator at Dunning (Maxbass p. o.), N. D., with Mr. Johnson in charge.

The Hunting Elevator Company's Elevator at Harrisburg, S. D., has been taken over by the Farmers Elevator Company.

Efforts are being put forth to interest farmers in the neighborhood of Perth, N. D., in the erection of a grain elevator there.

It is reported that farmers in the neighborhood of Baker, N. D., are interested in the proposed erection of a grain elevator there.

The Western Lumber & Grain Company is building a new elevator at Bowman, N. D. The plant will have a capacity of 35,000 bushels.

The Farmers Elevator Company of Scotland, S. D., is contemplating the erection of a grain elevator there with a capacity of 30,000 bushels.

Incorporation papers have been filed for the Farmers Equity Elevator Company which will operate at Drake, N. D. About $7,000 has been sold of the stock.

The Renville Grain Company has been organized to operate at Renville, N. D., capitalized at $25,000. F. P. Creaser, E. J. Jacobs and C. D. Jacobs are interested.

J. L. Crothers and Erick Hesby have filed incorporation papers at Hetland, S. D., for the Farmers' Co-operative Grain Company. Capital stock amounts to $50,000.

A farmers' elevator company is being planned for Lakota, N. D. The company when organized will build an elevator there to be operated on the co-operative basis.

The Chelsea Farmers Elevator Company has been formed at Chelsea, S. D., by J. P. Jorgent, A. J. Burke and F. B. Bolkelheid. Capital stock amounts to $15,000.

S. W. Richards, T. J. Crawford and F. S. Brooks are the incorporators of the Farmers Union Co-operative Exchange which has been organized at Farmer, S. D., capitalized at $10,000.

Farmers and business men of Chancellor, S. D., have organized a co-operative company and will engage in the grain and lumber business. The corporation is capitalized at $25,000.

Wm. Rathjen has purchased two elevators at Nunda, S. D., and will take possession of the plant in the near future. He is grain buyer for the Farmers Elevator Company at Kanaranzi.

Farmers in the vicinity of Parker, S. D., are interested in the formation of a grain elevator company for marketing and handling grain. M. Mabee, Geo. Geister, Frank Stenninger, J. C. Williams and Howell Davis are interested.

A new Farmers Elevator Company has been formed at Mantador, N. D., the second to be organized at that town, and has secured sufficient capital

stock to build an elevator there. The plant will be ready to handle this year's crop.

The Carrington, N. D., elevator of T. H. Cousins has been sold by him to Andrew Nelson and Martin Anderson of Willmar, Minn. The owners will operate after July 1 as the Andrew Nelson Grain Company. Mr. Cousins still owns an elevator at Sykeston.

The McKenzie Mercantile Elevator situated at McKenzie, N. D., has been taken over by J. M. Bertholf of Brampton, N. D. He will remodel the elevator, installing a cleaner and other machinery, and put it into operation, after improvements have been completed.

The old Farmers Elevator situated at Kindred, N. D., is being torn down to make room for a new and modern plant. The plant will be of modern construction and will have a capacity for 40,000 bushels. The contract for the new establishment has been let.

The Farmers Elevator Company of Hemple (r. f. d. Oakes), N. D., has obtained possession of the McCaull-Webster Elevator at that place and will start operation in same at once. The elevator formerly operated by the farmers concern was destroyed by fire not long ago.

A meeting was called of the stockholders of the Missionhill Farmers' Elevator Company, Missionhill, S. D., to transfer the assets of that company to the Farmers' Union Co-operative Association. Practically all of the stockholders in the elevator company are interested in the new organization.

Probably a new farmers' elevator company will be organized at Deslacs, N. D., which will purchase the Hogy Elevator at that place. Up to the present time, however, only preliminary arrangements have been completed and recently a committee was appointed to confer with the owners of the Hogy Elevator.

The license of the Atlantic Elevator Company at Gardena, N. D., was revoked by the Food Administrator for the state of North Dakota because of the violation by the elevator company of the rules requiring the sale of substitutes with wheat flour. Another license will be granted the company upon request after June 15.

The elevators and other property formerly operated by the Globe Grain Company of Sioux Falls, S. D., have been purchased by the Merchants Elevator Company. The Globe company until a few months ago operated under the firm name of the German Grain Company. The elevators are located at Sioux Falls, Rowena, Tea, Renner, Morefield and Crooks.

Extensive improvements are to be made to the elevator of the Farmers Elevator & Mercantile Company operating at Roger, N. D. The improvements will include the erection of a new engine room and office. A new cement foundation is to be placed beneath the building and new pits and leg installed in the plant. Possibly an addition will be built to the plant although this detail has not as yet been completed.

A new grain elevator of 20,000 bushels' capacity is to be constructed at Clark, S. D., this summer. The establishment will be owned and operated by Elrod & Henry. The main building will be built between the feed mill and the farmers elevator and will be 24x26 feet and 40 feet in height. The plant will be equipped with up-to-date machinery including a dump scale, cleaner, etc. The firm will make a specialty of cleaning grain and the cleaner installed will have a capacity of 600 bushels per hour.

CANADA

Jos. Wilson, Amazon, Sask., has been succeeded by the Amazon Grain Growers' Association, Ltd.

The Blanchard Grain Company, Ltd., of Wilcox, Sask., has been incorporated capitalized at $25,000.

C. A. Malden has purchased the house of the Central Elevator Company located at Drinkwater, Sask.

The Sydney Milling Company, Sydney, N. S., contemplates the erection of a 50,000-bushel elevator. J. W. Smith is manager of the company.

The Ardill Farmers Elevator Company, Ltd., has been incorporated with a capital stock of $12,000. The head office of the firm is at Ardill, Sask.

Earl A. Kennedy, L. C. Kennedy and Warren C. Kennedy of Gravelbourg, Sask., formerly members of Kennedy's Grain Company, Gravelbourg, Sask., have dissolved the partnership.

The elevator of the Saskatchewan Co-operative Elevator Company at Borden, Sask., is to be enlarged. The capacity of the plant when alterations are completed will be 40,000 bushels.

The United Grain Growers, Ltd., recently announced the incorporation of a subsidiary company to be known as the United Grain Growers' Securities Company, which will act as agent between buyer and seller of improved and unimproved lands in Western Canada. The new company will give intending purchasers first hand and accurate information on all lands submitted for consideration.

ASSOCIATIONS

CONVENTION CALENDAR

June 17—Council of Grain Exchanges at Chicago.

June 18, 20—American Seed Trade Association at Chicago.

June 20, 21—Indiana Grain Dealers Association at Indianapolis.

June 25, 26, 27—Ohio Grain Dealers Association at Cedar Point.

July 9, 11—National Hay Association at Cleveland, Ohio.

July 9, 11—Tri-State Country Grain Dealers Association at Minneapolis.

Sept. 23, 24, 25—Grain Dealers National Association at Milwaukee, Wis.

TEXAS GRAIN DEALERS ASSOCIATION MEETS

At the closing session of the twenty-fifth annual convention of the Texas Grain Dealers Association held at Hotel Galvez in Galveston on May 22-23, W. M. Priddy of Wichita Falls was elected president for the ensuing year, succeeding Thomas F. Connally of Clarendon. Ben E. Clement of Waco was elected vice-president, and John E. Bishop of Houston was elected vice-president. H. B. Dorsey of Fort Worth was re-elected secretary and treasurer. Mr. Priddy was first vice-president and Mr. Clement was second vice-president during the past year. The new Executive Committee is composed of the officers and L. G. Belew of Pilot Point, R. I. Merrill of Fort Worth, and J. H. Pearlstone of Palestine. All of the officers and Excutive Committee were unanimously elected.

The place for holding the convention next year was not determined and will be selected by the Executive Committee a few months before the convention is held.

Delegates to the convention brought encouraging reports of the small grain crop prospects from different parts of Texas, although the wheat yield will be below that of last year. One of the most interesting of the several addresses was that by E. R. Cheesborough, president of the Galveston Commercial Association on "The Importance of Galveston as a Seaport." He said in part:

Galveston is the natural entry port for the great Southwest. Its trade, particularly in cotton, places it among the foremost cities of the world in the volume and value of its exports and imports, as the figures will indicate. Galveston has advanced from third to second place in its rank among exporting ports of the United States. The total value of foreign exports for the trade years of 1917 was $275,000,000 and for 1916, $198,298,736. These figures place Galveston the fourth city in the United States in the volume of foreign commerce.

There are four export grain elevators, with a storage capacity of 4,000,000 bushels and one clearing and condition elevator.

Galveston has 30 piers and berth room for 100 oceangoing vessels, coal elevators and floating bunker plants, fuel oil stations, 245 miles standard-gauge terminal tracks, 3,000,000 feet of covered storage space on water front. The facilities at Galveston for the proper storage of cotton are unequaled, there being ample space to store on end 913,500 bales; if tiered, the entire Texas crop of over 4,000,000 bales could be placed in modern warehouses.

Galveston has in the course of construction a 10,000-ton dry dock. It also has several ship repair plants. It has taken the National Goverment 41 years and has cost $11,000,000 to develop the port of Galveston. It has a very large and impressively beautiful and well fortified harbor, a channel six miles in length from open sea to docks, or but one hour distant, more than 32 feet of water on the bar with 35 feet on the inside; magnificent up-to-date system of docks, warehouses, compresses, railroad terminals and facilities and is well located with respect to the Panama Canal. Cars are unloaded and released on an average within one and a half days after arrival. Grain ships are loaded in one day.

The municipal government owns Pelican Island, located immediately across the channel from the city, and with a channel frontage of 15,000 feet. On this island are located the dry dock and ship repairing plants. It is susceptible to development into docks, warehouses and an ideal location for shipbuilding plants.

Ben E. Clement of Waco, in an address before the convention, declared that he believed that the action of the Government in taking over the distribution of the seed supply last year was unwarranted and harmful. He said that the action was taken because the Department of Agriculture was afraid that some of the grain dealers might overcharge the farmers, but that overcharges would have been impossible because competition was too great by reason of the fact that farmers were posted on the prices which they should pay. He said:

The Government agencies covered only a small part of the territory in distributing seeds and this forced the grain dealers to carry a supply of seeds which they had to enter into competition with the Government in the sales.

The prices first went up and later, when the supply was found to be larger than expected, the prices were lowered. The Price Interpreting Committee finally abolished set prices and resolved to let the law of supply and demand govern the matter outright.

There was a general discussion on billing instructions, incomplete shipments, demurrage, sample grain, loading minimum, surplus grain, weights and inspection of grain sold on destination terms, grain shipped from terminal markets, carload shipments, freight overcharges and other matters pertaining to the business of the trade rules.

In order to co-operate more closely with the Railroad Administration for the purpose of getting a sufficient number of cars, the Association agreed to encourage loading more bushels of grain in a car than formerly. The number of bushels that should be placed in a car varied, the amount depending upon the kind of grain. It was agreed that the average car should contain from 1,000 to 1,200 bushels of grain, while the average car formerly contained from 700 to 1,000 bushels.

The Association voted to do away with its rule No. 17, which pertained to interior shipments. The rule was as follows: "Grain sold on the basis of regular market terms cannot be forwarded to interior points by the buyer without the consent of the seller." It was considered proper to cross out this rule because there might be times when the buyer thought that a certain locality in the interior might need grain, while the seller might not be of the same opinion.

Mr. Chamblin urged the grain men not to construct wooden elevators in the future. He said that concrete is a more suitable material for elevators and that by having concrete elevators the grain men will not need worry about their elevators being lost by fire. He said that the fire insurance companies have a much lower rate for concrete elevators than wooden elevators. He declared that concrete elevators are more sanitary than any other kind and that during the war only concrete elevators should be constructed. He said that while the Government may want to conserve both concrete and wood that it will be much more apt to need wood than concrete.

ADDRESS OF PRESIDENT CONNALLY

Thomas F. Connally, president of the Association, who presided during its sessions, in his address said:

The war has taught us many lessons. It has pointed out to us how dependent we were upon the world's economic touch. In 1914 when war was declared we saw our exchanges closed for a time, just because war had been declared and guns were roaring on a foreign soil. We saw our markets shattered. It dawned upon us then for the first time that we were just a part of the great world power.

When our country declared war we knew there would be some economic changes, but little did we believe that so soon at least some man would be clothed with authority to name the price on our grain, to say nothing of who should buy grain, and on what margins of profit, if any, the dealer should receive for his services.

The sudden and unexpected taking over of the grain business and the fixing of one price for wheat naturally disturbed the grain trade from one end of the country to the other, and the disturbance was not less to the grain dealer than to the wheat grower.

We called on the farmers to be patriotic and told them that it was almost criminal for them to fatten their hogs upon wheat when the country was needing bread. By reason of the price set upon wheat we encouraged many of the farmers to haul their wheat to market at $3.33 per 100 pounds and to haul back corn with which to fatten their hogs. I am sure that our farmers will do all that the country asks of them.

The handling of the food and feed supply of the United States is a problem of gigantic proportions and the men who stand at the head of organizations that shape the handling and movement of grain are shouldering tremendous responsibilities.

It is necessary to take the producer into consideration first, for without his help and co-operation there will be no surplus for the consumer and when we have stimulated and encouraged the production it is necessary to see that the consumer gets this surplus at a price based on his income and ability to produce.

There have been no more patriotic people than the grain dealers. The spirit of Lexington and Bunker Hill still lives. One hundred and forty-two years have passed since the star of this nation's history arose with so much splendor and grandeur behind the old church tower in Philadelphia and today the vibrant sounds of that old bell have been heard around the world, proclaiming democracy and freedom. We are fighting that this freedom may be extended to the nations of the earth.

The first utterances of General Pershing when he landed on French soil represented the true American spirit and went further toward expressing our aims and purposes and the purposes for which we are fighting than any statement we have heard.

When he landed in France his first request was, "Take me to Lafayette's tomb," and when he stood before that imposing statue he uttered just four words, "Lafayette, we are here." When the selective service law was enacted and the young men of America were asked to register their names for military service, 9,000,000 men said, "Mr Wilson, we are ready," and from that 9,000,000 young men Uncle Sam is building the finest army in the world.

Uncle Sam never has been whipped and he never will be defeated. "By the eternal," we will whip the Kaiser. We cannot say just when we will win, but neither time nor money count when a great principle is at stake.

Secretary H. B. Dorsey of Fort Worth reported that the Association now has 348 members. Eighty-

one of these were obtained during the past year and the Association expects to get several members during the convention. Mr. Dorsey said that he has attended several conferences of grain men in various parts of the country and that he has found that the grain men in general are co-operating with the Food Administration in every way they can.

PRESIDENT EIKENBERRY SPEAKS

E. C. Eikenberry, president of the National Grain Dealers Association, commended the Food Administration for its work and declared that when the history of the war is written one of the brightest pages will be the one devoted to an account of the economical distribution of the short food supplies of 1917.

He said that this distribution was due entirely to the Food Administration through the efforts of Herbert Hoover.

Mr. Hoover is the most competent man in the country for the position which he holds. He has demonstrated many times that he will not tolerate food speculators. He is doing his work wisely and endeavoring to see that everyone gets a square deal.

I hope that before the end of the present year the regular channels of trade will be reopened. The Food Administration has virtually promised that in the event the grain crop in the United States this year runs as high as is anticipated that the reins will again be placed in the hands of the grain dealers. I wish to commend you for your patience and urge you to continue being patient.

Food will win the war. Many things will help win the war, but food is what is most needed for our soldiers and Allies. Without sufficient food victory would be improbable. We have been called upon to conserve. We have conserved gladly and are ready to make greater sacrifices willingly.

The Texas State Commissioner of Agriculture, Fred Davis, urged the grain men to wage war on pests in their elevators.

Charles D. Jones, former president of the National Grain Dealers Association, said that it is the solemn duty of every American to help the country win the war and that the nation cannot expect to be victorious unless it has the hearty co-operation of its people.

"I heard a soldier, who has been 'over there,' make a patriotic address in Nashville recently," Mr. Jones said. "He said that the people of Great Britain, France, Italy and Belgium believed that they would have been defeated had we not entered the war. He told of American troops marching through the streets of London. The people were silent at first, but when they saw the look of determination on the faces of our boys they cheered and were confident that with such men in the war Prussian militarism is bound to be suppressed."

D. F. Piazzek, second vice-president and zone manager of the Food Administration Grain Corporation at Kansas City, Mo., said that the wheat supply of Texas, New Mexico, Oklahoma, Kansas, Colorado and Nebraska is unusually low and that the people of the country should use as little wheat as possible until the new crop is placed on the market. He complimented the grain men for co-operating with the Government. He said that it will not be necessary for them to preach conservation because Texas has already been placed on a wheatless basis and said that it is the only state in the Union where the people have agreed to refrain from the use of wheat products.

L. G. Belew of Pilot Point made a short patriotic talk. He said that food conservation is necessary and that everyone must observe the rules of the Food Administration. He declared that every citizen must buy Liberty Bonds and War Stamps and subscribe to the Red Cross.

E. A. Peden, Federal Food Administrator for Texas, was invited to make an address at the convention, but was unable to attend, having been called to Washington on official business. Other speakers mentioned on the program for speeches, but who could not arrange to attend, were R. I. Merrill of Fort Worth, Judge Edward Harrison of Houston, W. S. Washer of Atchison, Kans., A. S. Lewis of Dallas, E. W. Crouch of McGregor and Charles McFarland of Weatherford.

One of the chief discussions was on the question of increasing Secretary Dorsey's salary. Some of the delegates were in favor of his salary being increased from $2,400 to $3,000. Others wanted it increased to $3,600 a year. The Association voted to make his salary $3,000 a year.

W. D. Bell of Houston, secretary of the Southwestern Claim Company, addressed the Association on the settlement of railroad claims. He said that every grain dealer should employ a man as inspector to see that the grain is loaded and unloaded in properly ventilated cars and that the cars are in satisfactory condition. He urged the members of the Association to encourage car conservation, but said that they should see that no car contains more grain than it should for its own safety.

All of the resolutions submitted by the Committee on Resolutions were unanimously adopted. The Association resolved to pledge its undivided support to the Government and to co-operate to the fullest extent possible with the Food Administration Grain Corporation in all proper control and direction of the grain trade and the distribution of grain supplies. Another resolution adopted was one urging the Food Administration Grain Corporation to consult with the grain dealers from the various branches of the trade concerning the methods to be employed and the policies now in effect and those to be adopted in connection with the Food Administration as it relates to the grain trade.

The principal entertainment feature was a surf bathing party, which was given under the direction of the local committee, immediately following the final session.

OKLAHOMA ASSOCIATION MEETS

The Oklahoma Grain Dealers Association became of voting age at its meeting with the Oklahoma Millers at Oklahoma City on May 22-23.

President U. F. Clemons of Marshall called the meeting to order at 2:30 o'clock, reading his annual address, as follows:

Many of you haye heard me condemn price fixing, and while I do not believe the price was fixed where it should have been, I am here now to say to you that I was wrong. The necessity for a fixed price did exist. If we had had open unrestricted markets, this past year, there is no doubt in my mind but that we would have seen $10 wheat, in which case it would have taken all the men Uncle Sam has in France and all he has in training to quell the bread riots and other internal upheavals we would have had at home.

I am unable to say whether the best plan was worked out and adopted, but I am sure that no one could have listened to Mr. Hoover and Mr. Barnes at the New York meeting without becoming convinced that they had been perfectly conscientious, and barring a few mistakes that have been made, have given us what they thought was the very best administration possible for all interests concerned.

The results achieved are truly wonderful, when you take into consideration that we had only 10,000,000 bushels of wheat to export from the 1917 crop, after allowing this country to use what it had used on the average for the past five years. For the 10 months beginning July 1, 1917, and ending April 30, 1918, we exported to the Allies, the equivalent of 113,650,000 bushels, and in these figures you find the evidence of the wonderful work of the Food Administration. The fact that they have in eight months educated the American people to the point of saving 103,650,000 bushels of our staple food product to send to our Allies across the water, is to my mind, marvelous.

Conditions in the Southwest.

There is not another section in the United States where the conditions were the same or could be, as they have been in Kansas and Oklahoma, and as soon as it was shown to the Food Administration the effect their plan would have on us, they immediately began to look for a remedy. Our zone agent, Mr. Piazzek, finally worked out the plan that has been the savior of the independent elevator man. It was he who conceived the idea of requisitioning the mill elevator wheat, the same as they were requisitioning the independent elevator wheat which, as you know, had the effect of stopping the Kansas mills in their mad efforts to crush or drive the small elevators out of business.

The Association.

Our Association has suffered from loss of members, first on account of many elevator men selling or leasing their elevators to the mills, and secondly, because men have felt they were not getting what they should have gotten from our Association. I want to address my talk directly to those who are feeling that they are not getting much good from their connection with us. We are living in an age when all business must organize and the man engaged in any line of trade that does not belong to the organization is indeed a back number and alone in the world.

Any business that gets any consideration from the Government now has to be organized, and that consideration come through the organization. We have had many fool measures affecting all branches of business, introduced into both our state and national legislatures within the last five years, very many of which, if they had become laws, would have made the inconveniences you have endured this past year, seem small to what they would have been, had you been compelled to do business under them.

Legislation.

Our state Association, through the people who have interested themselves in that part of Association work, has been able to show our legislators the harm many of these measures would work on the grain trade and thereby have secured the withdrawal of the bills by the people who introduced them, or their consent that they should die a natural death.

The National Association has had the same thing to contend with in our National Congress and has been able to obtain the same results. These things all take money, but it takes very much less from you individually to handle it in this way, than it would if you were each to go at it for yourself. The consideration that you have received and the results obtained are much more satisfactory.

Hence, I say and want to impress it on you, that every man engaged in the grain business in this state should become a member of the Association and should stay by the Association regardless of little imaginary grievances or some unthought-of wrong he may think he has suffered at the hands of the Arbitration Board or someone else who has had his case in hand.

Every one of you should also become members of the National Association and willingly pay your part toward supporting that organization. You are certainly getting the benefits of its work and might justly be termed slackers for not doing your bit towards assisting it financially at least in obtaining results.

This Association should send its president and secretary to the annual meeting of the National Association every year. They will do you enough better work and thereby obtain results for which you can afford to pay the bill. The expense to you of membership in both Associations at the present time is less than $40 a year, and, gentlemen, I will say to you that I would not take $500 a year for what I think I am getting out of them and have them done away with.

Administration's Attitude Changed.

It is very gratifying to note the different attitude taken by the Food Administration toward the grain trade generally, at this time, as compared with the one taken when they were first formulating their plans of procedure. They have awakened to the fact that we are a live organization made up of live people with a live interest to protect and that we were only asking for that which we were entitled to, when we asked for recognition and consideration from them.

When Mr. Barnes decided on calling the meeting in New York, he wired our secretary to send a representative, as I suppose he wired all other state associations and grain exchanges, for they all had representatives there. This is the first time I have ever heard of anyone from the Southwest being asked to any of their conferences. Mr. Randels, Mr. Hutchinson, Mr. Straughn, Mr. Cassity, Mr. Prouty and myself were there from Oklahoma. Mr. Barnes also asked that there be an Advisory Committee appointed that should be subject to his call at any time.

After some discussion, it was decided that the National Association should have three members, the grain exchanges three, the terminal elevators three, the grain exporters two, and the Pacific Coast one. Making 12 in all. I also had the honor of being named on that committee as one of the National Association members, and hope that if we are called together, I may be of some benefit to you.

For the Future.

When this war ends, as it surely will some day, I predict that we will have the greatest lot of socialistic measures introduced in Congress that could possibly be imagined. The newly elected representatives, especially those from the country districts, are going to think that everything in this country, as well as abroad has got to be reconstructed and that he will not be doing his duty or making a record for himself if he does not see to it that every other fellow's business but his, shall be supervised in some way.

I call on you and your patriotism to forget the losses and inconveniences you have suffered this past year. You have a duty to perform to the Allies and to our boys in France, as well as to the common cause of humanity, that should at this time stand above all personal interests. Let us stand together, assure the Food Administration and Government, that we can be depended upon to do all of "our bit" towards winning the war.

George Livingstone, who is in charge of Federal Grain Supervision for the Department of Agriculture, made a careful analysis of the wheat grades and explained at length how they had been determined. In closing, he said:

The establishment of peace will bring with it new marketing conditions in the grain business and a consequent readjustment of commercial practices. The producer, the grain dealer, and the manufacturer will have opened to them again a competitive market and a broad field for commercial activities. The period of readjustment will be attended by many uncertain and perplexing problems in production, marketing and distribution, which must be met. During this period of transition from a war to a peace basis, Federal Grain Supervision should exert a stabilizing influence in all branches of the grain industry.

The producer of grain should be paid for his product in exact proportion to its value. The farmer who produces grain of good quality should receive a price commensurate with its grade and value. He should not be obliged to sell grain of good quality at a comparatively low price in order to protect the purchaser who receives from other farmers at the same price grain of poor quality. Federal Grain Supervision should protect the producer and country grain dealer from unjust discounts and provide for deserving premiums. It should add stimulus to good farming methods in the form of premiums paid for a superior product.

The country grain dealer, with definite standards uniformly applied to guide him in making purchases and sales, should render a service to the community at less cost than before the establishment of Federal standards. The commission merchant and the broker likewise should be able to render more efficient service to their patrons because of improved terminal market conditions which should result from uniform application of definite and fixed standards.

The Bureau of Markets asks for and earnestly desires to receive the full co-operation of all branches of the grain industry in carrying on this important work.

"Oklahoma Freight Rates, Present and Future," was discussed by J. H. Johnston of Oklahoma City. He described the various changes in the rate situation in the past and then took up Government control and showed the alterations that had been brought about since it went into effect.

Secretary Charles Quinn of the National Association took the place of President Eikenberry on the program, speaking on the subject "Government Regulations of the Traffic in Grain." He described the work of members of the trade in helping to formulate the rules, and explained the conditions making it necessary to regulate food distribution. He stated that Mr. Hoover expected to hand back the traffic of grain to the trade after the war, just as he had found it when he took control.

President Clemons appointed the following committees: Resolutions: S. W. Hogan, Cashion; M. E. Humphrey, Chickasha; J. S. Hutchins, Ponca City; M. C. McCafferty, Enid; C. L. Blueler, Oklahoma City. Nominations: W. M. Randells, Enid; G. M. Cassity, Tonkawa; Fritz Straughan, Oklahoma City.

THURSDAY SESSION

The morning session opened with an address on "Dust Explosions" by Prof. L. A. Fitz, representing the Bureau of Chemistry, which he illustrated with experiments and lantern slides.

The afternoon session brought D. F. Piazzek of Kansas City representing the Grain Corporation, who spoke along the same lines as in his address at the Kansas convention, printed elsewhere in this issue.

REPORT OF SECRETARY PROUTY

Secretary C. F. Prouty read his annual report as follows:

The history of the past year as regards the grain trade is unique and stands without precedent. Not until August 10, when the Food Control Act went into effect, had any material stress been felt of the war and the obligations of the grain trade toward not only our own, but other, nations. This act, with the power vested in the Food Administration, has entirely revolutionized the grain trade, and we have had to readjust our plans to conform with those promulgated by the Administration. This Government control was deemed necessary in order to protect buyer and seller, in order to do away with enormous profiteering by unscrupulous speculators, and that our country might supply the demand of 200,000,000 bushels of wheat which Allied countries had made upon us. As is usual in all new measures, mistakes have been made with resultant dissatisfaction and protest. As usual in any large movement, the individual and weaker must suffer for the larger good, and we ponder deeply the final results of conditions as they exist today and wonder what the future of the grain trade may be. We, none of us, question the right or intent of our Government in this matter, but feel that many of the difficulties might be eliminated under modified regulations.

One of the most important questions interesting the grain trade today, and only taking second place to that of the war, is the controversy between carriers

and shippers as to claims for loss and damage of grain. The carriers have held that they should only pay shortage claims, provided leakage is found at destination, and so petitioned the Interstate Commerce Commission. The Commission, after an investigation of the matter, ruled that carriers and shippers arrange for a conference of their representatives with a view of agreement upon rules and practices to be observed in filing, investigation and disposition of claims. Conferences were held in Chicago between shippers and carriers, at which the carriers, through Mr. F. C. Maegly, their representative, proposed that the shippers should perfect their weighing facilities and system of supervision, and, after accurate weights were obtainable at all country stations, then, and only then, would they further discuss the question of wastage, tolerance and natural shrinkage. The shippers heartily agreed to improve weighing facilities, but when settlement of claims was discussed, no agreement could be reached. The shippers agreed to allow one-eighth of one per cent on corn and one-sixteenth of one per cent on oats and other grains, the carriers insisting on double this allowance, due to wastage, tolerance and natural shrinkage. The shippers, while considering increase in allowance, objected to qualifications, and here the matter rested after carriers had also flatly refused to pay claims on clear record cars, our contention being that when accurate weighing facilities were established, no distinction between clear record or bad order cars should be made. No settlement was possible.

With a cry for conservation of equipment and repeated pleas for rapid loading and unloading of cars in order that they might again be pressed into service, the Grain Corporation has defeated its own ends by licensing dealers with no facilities, "other than scoop-shovels." This practice has not only worked a hardship on dealers with a great deal of money tied up in elevators, but has resulted in delayed transportation of grain, shortage of equipment and resultant claims, for damages, etc. It is our purpose to continue efforts toward a modification of this feature, in order that the proper protection can be given to those who have so generously and voluntarily given unto the Government supervision of their business and ask in return naught but protection.

Legislation.

Two years ago your secretary and numerous members of this Association spent much time and earnest effort in fighting vicious measures which came up before our State Legislature, then in session. The passage of some of those proposed laws would have rung the death knell of our business. This coming year our legislature meets again, and we would impress upon each and every one of you the necessity of interest in the personnel of this body. By sending the right men to make our laws, men broad enough and well enough informed to see all sides of a proposition, the mistakes of the past may be avoided. The fault lies in the indifference of the public to the character of the men sent to our legislature, and an obligation rests upon each of us to take an active part in the selection and election of the right men. Make this a personal matter and do not rest until it is accomplished.

Rate Situation.

The rate situation in Oklahoma is in the worst tangle experienced since statehood. In March the Federal Court granted injunctions against the two-cent passenger fare provision of the State Constitution and all the freight rate orders of the Corporation Commission. The rates on grain and grain products were, of course, included. The carriers wasted no time in taking advantage of the temporary lack of Government restraint and on March 25, entirely without notice, put into effect a new tariff containing heavy increases on all commodities, the raise on grain ranging from 15 to 100 per cent, an average of almost 50 per cent. The Grain Dealers and Millers Association, acting with the Traffic Association of Oklahoma City and others, took up the matter with the Corporation Commission and were told that the rates on the various commodities would be considered as rapidly as possible, but that it was necessary to compile data as to each. For this reason, it was impossible to consider all articles at once, and it would be necessary for the grain shippers to prepare much of their own evidence. A class rate hearing having previously been called, and class rates also being the subject of investigation by the Interstate Commerce Commission, the Corporation Commission felt it necessary to proceed first with those rates. Following a four-day hearing, an order was made to become effective May 15, containing very conservative rates; in fact, so conservative as to be unsatisfactory to most of the shippers, even under the conditions now confronting them. But the carriers were not satisfied and appealed to the courts, setting aside the order of the commission. Bonds were given guaranteeing the refund of charges paid in excess of the Commission's order if the latter be eventually sustained. The experience of the grain dealers and millers with the payment of excessive rates in hopes of later obtaining refunds has been such as to need no comments upon the objections to this method of handling. It is self-evident that business cannot be transacted with facility when freight rates are an uncertain quantity. Assuming that the carriers will pursue the same policy with grain rates as they have with class rates, apparently little hope of immediate relief remains at the hands of the Corporation Commission. After consultation with other shippers we have in the past few days decided to appeal through our senators and congressmen for action by the Government requiring the roads to charge no higher on state than on competitive interstate traffic.

Looking Forward.

The outlook for the new year is perplexing. In addition to the unsettled problems as to state rates, it is understood that the director-general has at present under consideration a 25 per cent increase in all freight rates, and there are also pending individual applications of the carriers for a raise of three and one-half cents per hundred pounds in the export rates. Service conditions throughout the year are likely to be uncertain and unsatisfactory, but, of course, it is the duty of each shipper to bear with all burdens of this character necessary to the energetic prosecution of the war, not only without complaint, but cheerfully, and to co-operate to the best of our ability in economizing transportation by heavy loading, prompt loading and unloading, avoiding unnecessary movements, and in every way possible.

We have held numerous district meetings during the spring and early summer, when discussions were held relative to matters of local as well as general interest. Later the Food Control Act caused many of our plans to miscarry, but we believe the good fellowship and mutual interest created by those meetings have done much toward keeping loyal the membership during these trying times. The year has been a hard one, more so than many can realize, as far as our Association is concerned, and many have dropped from our list, not from lack of lovalty, but because they have sold their elevators or their business would not warrant their continuance as members.

As long as the war continues, no settled methods or plans can be effective in the grain trade. New regulations will be tried out, new rulings put into effect. Shoulder to shoulder, we must face them, doing our best to adapt ourselves to these changed conditions, wisely protesting if this be impossible, but loyal to each other and our Association. Only thus may we survive.

Financial Statement.

From May 1, 1917, to May 1, 1918.

Total receipts from all sources	$5,119.88

Expenditures.

Office rent	$ 246.36
Traveling	709.98
Phones and telegrams	143.13
Postage	117.90
Stationery and printing	94.08
Expense, last annual convention	126.70
Traffic expense	60.00
National dues	165.00
Secretary's salary	3,000.00
Clerk	220.00
Total	$1,883.15
Balance	236.73
Due from quarterly dues	150.00
If paid, will leave balance	$ 386.73

The report of the Nominating Committee as read by G. M. Cassity, was adopted and the following officers were declared elected: President, U. F. Clemons, Marshall; vice-president, R. E. Nelson, Clinton; secretary-treasurer, C. F. Prouty, Oklahoma City. Directors: M. E. Humphrey, Chickasha; C. W. Goltry, Enid; C. B. Cozart, Oklahoma City; J. D. Badger, Pawnee; J. D. Sanders, Minco. Arbitration Committee: M. C. McCafferty, Enid; K. E. Humphrey, El Reno; Fritz Straughan, Oklahoma City. Member State Appeals Board, W. M. Randells, Enid.

Resolutions were adopted thanking Mr. Piazzek and the other speakers; to continue in the National Association another year, and thanking the officers for their work.

INDIANA ASSOCIATION PLANS MEETING

The mid-summer meeting of the Indiana Grain Dealers Association will be held at the Board of Trade, Indianapolis, Thursday and Friday, June 20 and 21, beginning at 1:30 p. m., on Thursday.

An unusual program is being prepared and a large attendance is anticipated.

OHIO DEALERS AT CEDAR POINT

The annual meeting of the Ohio Grain Dealers Association will be held at Cedar Point, Tuesday, Wednesday and Thursday, June 25, 26 and 27. The program is not completed, but Secretary J. W. McCord is trying to make arrangements to have present a representative of the Food Administration Grain Corporation and the Bureau of Markets.

The meeting will be well worth while and the sessions will be arranged so as to get full advantage of the outing facilities of Cedar Point.

MEETING OF PANHANDLE DEALERS

The meeting of the Panhandle Grain Dealers sociation was held at Amarillo, Texas, on May 20. President W. P. Dial of Memphis opened the meeting with a patriotic address in which he reviewed business and association affairs of the year.

In the afternoon L. F. Cobb of Plainview presided and Secretary E. S. Blasdel of Amarillo read his report, in which he called attention to the crop report, the result of price fixing, the seed situation and the membership, which he reported to be 68, with a cash balance of $416.71 in the treasury.

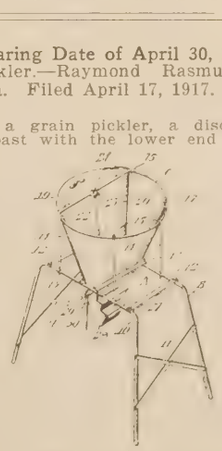
New officers elected were: President, L. F. Cobb, Plainview; vice-president, C. C. McMurty, Pampa; second vice-president, J. W. Ricks, Tulia. Executive Committee: E. W. Harrison, Hereford; A. G. Hinn, Plainview; C. W. Bennett, Clarendon; E. S. Blasdel, Amarillo.

GRAIN TRADE PATENTS

Bearing Date of April 30, 1918

Grain Pickler.—Raymond Rasmussen, Regina, Sask., Canada. Filed April 17, 1917. No. 1,264,438. See cut.

Claim: In a grain pickler, a discharge conduit adapted to coast with the lower end of the pickler



hopper tapering toward the discharge end in one direction and diverging in the opposite direction, the cross sectional area of the conduit being constant.

Straw-Spreader and Grain Separator.—Charley L. McDonald, Mullinville, Kan. Filed June 5, 1917. No. 1,264,409.

Bearing Date of May 7, 1918

Portable and Knockdown Storage Bin.—Maxwell B. Fitch, Corona, Cal. Filed November 21, 1917. No. 1,265,442. See cut.

Claim: An interlocking binding bar Z-shaped in



cross section and having hooks extending from its ends.

Process of Treating Wheat and Other Grains.—Arnold C. Von Hagen, Kansas City, Mo. Filed September 1, 1916. No. 1, 265,700. See claim.

Claim: The process of treating grain which consists in mixing with the natural grain in the presence of moisture, substance including an element of the halogen group, thereby disseminating said substance on the surface of the grains throughout the mass of grain, said substance operating during contact with the grain to release said element from said substance throughout the mass of grain on the surfaces of the grains, and maintaining the grain during treatment in a moist but unsaturated condition to enhance the release of said element, prevent dilution thereof, and enable said element to combine chemically with the substances on the surface of the grains and thereby exert a germicidal action on the grain.

A STANDARD CATALOG SIZE

The desire to select a standard size for catalogs is old, but it has seemed impossible for the various interests to get together to agree upon some one size which will accommodate the needs of all industries.

The National Association of Purchasing Agents has, for the last year, been making strenuous endeavors to determine upon some one size which they might adopt and which would meet with speedy acceptance by those who issue catalogs.

It seemed to them impossible to reach any conclusion by mail, so the Standardization Committee of that association determined that the only successful plan was to get all the interested parties together in a meeting and talk it over where each could hear the claims of the others. In this way it was believed that the differences of opinion could readily be adjusted for the general benefit of the nation as a whole, and that from this discussion the committee might choose its size.

Consequently, the committee called a National Catalog Conference at Chicago, May 22, 1918. This conference was attended by delegates from 23 associations of the industries, the Department of Commerce and the United States Chamber of Commerce, as well as a large number of representatives of paper mills, paper jobbers, cover paper manufacturers, the United Typothetae, trade press, printing machinery manufacturers, catalog printers, filing device makers and those who issue catalogs.

The committee then decided to urge that all catalogs intended for purchasing agents be made 7½x10⅝ inches.

It was also decided that to accommodate those who issue pamphlets and single sheets the following would be adopted for printed matter intended for purchasing agents: Pamphlets and booklets made in half the standard size will meet the approval of the purchasing agent, provided they are saddle stitched so that when opened out they will measure 7½x10⅝ for convenience in filing. Thus booklets 5⅛x7½ or 3¾x10⅝ will be acceptable.

Single sheets larger than 7½x10⅝, such as blueprints, maps and charts, will be filed in the purchasing agents standard file provided they will readily fold down to that size.

Single sheets or pamphlets of the 7½x10⅝ standard size may be folded for convenience in mailing but should be so made as to permit easy unfolding and filing by the purchasing agent.

The committee also endorsed the recommendation of the conference that paper for catalogs be confined to the sizes 25x38, 32x44 and 33x46, that weights based on 25x38 be limited to 40, 45, 50, 60, 70 and 80 pounds and that colors be restricted to white and natural.

FIRES—CASUALTIES

Berlin, Neb.—Fire recently destroyed the Farmers' Elevator here entailing a loss of $30,000.

Morton, Minn.—The Farmers Elevator at this point was totally destroyed by fire on May 26.

Kremlin, Mont.—Reports state that the St. Anthony Elevator at this point was destroyed by fire.

Linden, Iowa.—The elevator situated at this point was destroyed by fire which followed when lightning struck the plant.

Beason, Ill.—The elevator here with 10,000 bushels grain was destroyed by fire on June 7. The plant was fully insured.

Franklin, Minn.—Fire of unknown origin destroyed the Farmers' Elevator at this point recently and damaged about $3,000 of grain.

Tillsonburg, Ont.—The elevator adjoining the Grand Trunk Railway Station here owned by J. Chandler was recently damaged by fire.

Berwyn, Neb.—The Central Granary Company's elevator was destroyed by fire. The loss amounted to 750 bushels oats and 350 bushels wheat.

Fort Dodge, Iowa.—On the 16th of May the elevator of the Wasem Elevator Company here was destroyed by fire. It was insured for $33,000.

Uniontown, Ky.—Considerable damage was done by fire to the Wabash Elevator at this point. The loss is estimated at $1,500 with small insurance.

Fremont, Neb.—Fire recently destroyed the elevator of the Farmers Elevator Company here causing a loss of $25,000 partly covered by insurance.

Chicago, Ill.—A high wind tore away part of the cupola of the Calumet Elevator here operated by the Bartlett, Frazier & Co. The cupola was repaired immediately.

Pembroke, N. Y.—On May 13, the warehouse of John Remsen at East Pembroke, N. Y., burned together with 1,000 bushels grain and a quantity of feed. Loss, $12,000.

Rossville, Kan.—The elevator owned by the Golden Grain Company here was burned causing loss of $13,000. Three cars of corn were in the building at the time.

Stratford, Texas.—The elevator here was completely destroyed by fire together with 10,000 bushels grain. The plant was insured for $6,000; its contents for $28,000.

St. Louis, Mo.—Fire which occurred during the early part of May destroyed the Rogers Grain Elevator in North St. Louis and other buildings entailing a loss of $2,000,000.

Plessis, Iowa.—The DeWolf & Wells Elevator was struck by lightning and was totally destroyed by the fire which ensued. The loss on the building was estimated at $6,000 and a similar amount on grain.

Columbia, Mo.—Barkwell & Co., grain, hay, oats and flour dealers sustained a loss of $10,000 when their plant was damaged by fire on the 15th of May. Insurance of $7,000 was carried on the plant.

Mantador, N. D.—The Atlantic Elevator Company's elevator was completely destroyed by fire. The loss includes 700 bushels wheat and 700 bushels oats. The origin of the fire is not definitely known.

Loma (near Brainard), Neb.—The Ruzicka Elevator was totally destroyed by fire which broke out shortly after a train passed by the plant. The elevator had not been in operation for several years and therefore contained no grain at the time of the blaze.

Pottstown, Pa.—A bonfire, built by a number of boys, set fire to a number of buildings including that occupied by Wallace P. Zellers, feed dealer, entailing a loss of $4,000 on his stock of bran, wheat, corn, flour, etc. The total loss caused by this prank of the boys amounted to $8,000.

Kansas City, Mo.—The warehouse of the Kemper Mill & Elevator Company was destroyed by fire the origin of which is unknown, on June 1. The fire made rapid headway before the arrival of the fire department and caused a total loss of $10,000 on building and $35,000 on contents.

Schuyler, Neb.—On May 15 the elevator plant of the Farmers' Elevator Company here was destroyed by fire together with over 2,000 bushels of grain. The loss is estimated at $25,000, partially covered by insurance. It is thought that sparks from a passing locomotive was the cause of the blaze.

East Las Vegas, N. M.—The hay warehouse of Stern & Nahm was damaged to the extent of $1,000 by fire on May 15. The fire was started, it is thought, by some one dropping a cigarette carelessly.

Roscoe, Iowa.—The elevator at this point owned and operated by Joseph Barton was destroyed by fire of unknown origin on May 24. A small quantity of oats and corn stored in the building was also destroyed. The loss amounted to several thousand dollars.

Memphis, Tenn.—Fire of incendiary origin damaged the hay warehouse of Clark, Burkle & Co. on May 16. The loss amounted to $10,000. Quick work on the part of the firemen kept the flames from spreading to the main storeroom of the firm and also to that of the Pease & Dwyer Company.

Buffalo Springs, N. D.—Together with about 1,500 bushels grain and one and a half cars of flour, the Equity Elevator here was burned during the month of May. A burning shingle from the Equity plant was blown over to the Bagley Elevator but the small blaze there was extinguished before any damage was done.

St. James, Minn.—About $40,000 loss was sustained by the stockholders of the Farmers' Elevator here when that plant was destroyed by fire, the origin of which is unknown. A large amount of grain contained in the plant at the time was destroyed. Three dwellings and an implement house nearby were also destroyed.

Wymore, Neb.—The elevator of the Farmers' Grain, Lumber & Coal Company situated at this place was destroyed by fire of unknown origin on the evening of May 14. One car of oats and 500 bushels corn were destroyed by the flames. The loss is estimated by the owners at about $8,000; part of which is covered by insurance.

Burlington, Wis.—The large storage barn belonging to the Burlington Feed Company was destroyed by fire which was caused by sparks from a passing train. The fire for a time threatened to destroy the large grain elevator of the company, but the elevator escaped with only slight injury. The barn contained 12 tons of hay and a carload of salt. The warehouse of the Pabst Brewing Company used by the F. G. Klein Company was also damaged slightly by the flames. The loss to the feed company amounted to $2,000, partly covered by insurance.

HESS
GRAIN
DRIERS

A new booklet on GRAIN DRIERS will issue this week — a little better and bigger than other drier books that *have* been issued.

If you would like one it is yours for the asking.

Hess Warming & Ventilating Company

1210 Tacoma Building, Chicago

We are confining our product to steam heated driers, in deference to the Fuel Administration's rule to withhold permits for the use of hard coal, for direct-fire-heat driers.

FIELD SEEDS

A new building is under course of erection for the Lanning Seed Company at Nowata, Okla.

The capital stock of the L. Teweles Seed Company at Milwaukee, Wis., has been increased to $500,000.

Three motors of 20, 7½ and ½ horsepower respectively have been installed in the new elevator of the Kellogg Seed Company of Milwaukee, Wis., at a cost of $1,500.

W. A. Deyo has purchased the Union County Seed Corn Growers Company's business at Elk Point, S. D. M. E. Authier and Lawrence Authier were formerly interested.

Capitalized at $100,000, the Ames Agricultural Seed Company of Ames, Iowa, was formed with Fred McColloch, president; Geo. W. Rhine, vice-president; R. Guthrie, secretary and treasurer.

Cornmeal and whole wheat flour are to be manufactured by the Mississippi Valley Seed Company, of Omaha, Neb. The machinery, with capacity for turning out 50 barrels daily, has been installed.

Announcement was made on May 26 by the Department of Agriculture that reserve seed corn could be obtained by farmers in the corn belt for late planting and replanting. It may be purchased from the Department at cost.

A wholesale seed business is to be conducted at Madison, S. D., by the Union Grain & Seed Company. The plant is equipped with seed cleaning machinery. F. H. Sloan is secretary-treasurer of the firm and will also act as general manager.

A new warehouse and mill has been opened at Florence, Ariz., for the Florence Seed & Grain Company. The firm will handle field seeds, feed, grain, etc., and will be under the management of Claude Cannan, formerly with the Mesa Milling Company of Mesa.

The Oshkosh Seed Company of Oshkosh, Wis., has obtained a large and fertile farm on the Lake Butte des Morts, four miles from Oshkosh, on which it is making plans to experiment in the development of pure strains of seeds. The estate is equipped with up-to-date buildings and is an admirable location for an experimental farm. The entire place is now being overhauled so that it will be complete in every detail for carrying on the proposed work.

It has been announced that during July and August two new offices of the Seed Reporting Service of the Bureau of Markets will be opened at San Francisco, Cal., and Fort Worth, Texas, respectively. The office at San Francisco will be headquarters for the South Pacific Division, which includes California, Nevada and Arizona and the one at Fort Worth for the Southwestern Division, which includes Texas, Arkansas, Oklahoma and New Mexico. It is thought that later on a branch office will be opened at Denver, Colo., which will be headquarters for the Rocky Mountain Division, including Colorado, Wyoming and Utah. The North Atlantic and Middle Atlantic Divisions will continue to be handled for the present from the main office of the service at Washington, D. C.

CLOVER SEED RESERVES

Army without reserves is in dangerous position. Same is true of a crop. It is true of clover now. Reserves practically cleaned out. Puts a big responsibility on the 1918 crop to meet the demand. If it met any severe casualties in crossing No Man's Land of critical summer period, prices could easily go much higher. The crop prospects are wonderful now, but seed is made in the fall and not in the early summer.

Is clover high at $14? Dangerous to use old standards of prices. They're not good any more. Clover at $14 is not high for war-times, with reserves cleaned up, at least until the crop is farther along. Prices went much higher last season. Investors appear willing to absorb offerings when prices drop below $14.

Timothy, unlike clover, has large reserves. Even if the 1918 crop should stub its toe, there would still be good supplies. Prices may continue to drag unless the crop meets a serious reverse.—*South-Worth & Co., Toledo, Ohio, in letter of June 12.*

Grain and Seeds

WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

L. TEWELES SEED CO.
MILWAUKEE, WIS.
Red, White and Alsike Clover
Timothy and Alfalfa Seed
Seed Corn Field Peas

A. W. SCHISLER SEED CO.
LET US KNOW YOUR WANTS IN
FIELD AND GARDEN SEEDS
Office: 704-6-8-10 North 4th St. ST. LOUIS, MO.
Track Warehouse: S. W. Cor. Collins and Biddle

WE BUY AND SELL
Seeds
Write Us Your Needs
SCHISLER-CORNELI SEED CO.
St. Louis, Mo.

SEEDS Grain, Clover and Grass Seeds
CHAS. E. PRUNTY
7, 9 and 11 South Main St. SAINT LOUIS

White Clover
Orchard Grass
Tall Meadow Oat Grass
Rye Grass
WM. G. SCARLETT & CO.
BALTIMORE, MD.

KELLOGG SEED CO.
186-194 FLORIDA STREET : MILWAUKEE, WIS.
CLOVER, TIMOTHY
::GRASS, SEEDS::
Please Figure with Us, when you wish to Buy or Sell

REGISTERED BRANDS
SECURITY BRAND
CRYSTAL BRAND
FALCON BRAND
STORK BRAND
MINNEAPOLIS SEED CO.
WHOLESALE FIELD SEEDS
HARDY NORTHERN GROWN SEEDS OUR SPECIALTY
BUYERS, RECLEANERS, SELLERS
ASK OUR BIDS BEFORE SELLING
WRITE OR WIRE FOR SAMPLES AND PRICES
TIMOTHY, CLOVERS, MILLETS
GRASSES, FORAGE SEEDS, SEED GRAINS, PEAS, BEANS AND SCREENINGS.
P. O. ADDRESS: LOCK DRAWER 1546
OFFICES: 3444 RAILROAD AVE. SO.
SEED ELEVATOR & WAREHOUSES: 34TH TO 35TH STS & R. R. AVE. SO
GRAIN ELEVATORS & WAREHOUSES: 35TH TO 37TH STS & R.R. AVE. SO
MINNEAPOLIS, MINN.

The ALBERT **DICKINSON** COMPANY
GRASS SEEDS FIELD
To Meet Demands Of
PURE SEED LAWS
Chicago Minneapolis

OBITUARY

ANNAN.—On May 20 after a lingering illness, Roger, P. Annan, Sr., president of the Annan-Burg Grain & Milling Company, St. Louis, Mo., passed away at his home there. Mr. Annan was a native of Maryland and served during the Civil War in the Confederate Army. He founded the St. Louis firm in 1880. His widow, two daughters and two sons survive.

BEST.—On May 24, Charles F. Best, head of the grain dealers, J. D. Best & Co., and one of the founders and owners of the Merchants Fire Insurance Company, Denver, Colo., died at his home in that City. He had been a resident of Denver for 47 years and was prominently known. Mr. Best was born in 1869 at Oak Park, Ill. He had served as director of the Chamber of Commerce and at one time was president of the Grain Exchange. His widow and one son survive him.

CHAMPLIN.—Henry C. Champlin, at the age of 71 years, dropped dead in Los Angeles, Cal., recently. He was an old time member of the Chicago Board of Trade and at one time was a spectacular trader on the Exchange. Later on he retired from active business and last year went to California to live.

CHAPMAN—Walter Chapman on June 7 died at his home in Chicago, at the age of 63 years. Mr. Chapman was an old time member of the Board of Trade and was well known among the grain men of that city. He had been associated with A. M. Henderson and the elevator concern of Hugh Maher.

DAISH.—John B. Daish, an attorney of note and one well-known to men in hay trade in the East, died during the month of May at his home in Washington, D. C. Mr. Daish was a member of the Baltimore Chamber of Commerce, having joined that body in 1914. He represented the hay body in many instances in cases before the Interstate Commerce Commission and at one time had served as their claim agent.

FRENZEL.—After a lingering illness, August Frenzel, 60 years old, died at his home in St. Joseph, Mo. Mr. Frenzel was a wholesale hay and grain merchant for 30 years at that place.

HARVEY.—Wm. P. Harvey died during the first part of May at Baltimore, Md. He established in 1877 the firm William P. Harvey & Co., Chicago operators of numerous grain elevators in the West.

HINKLEY.—At the age of 79 years, L. D. Hinkley, a pioneer grain commission man of Milwaukee and a member of the Chamber of Commerce of that city died not long ago. Mr. Hinkley was the second white child to be born in Waukesha County, Wis. He was a veteran of the Civil War. After leaving the grain business he was engaged as crop reporter for the Chicago, Milwaukee & St. Paul Railway.

HULBURD.—O. T. Hulburd died not long ago at Los Angeles, Cal. He was a member of the Chicago Board of Trade and formerly was connected with the commission firm, Hulburd, Warren & Chandler. He was cousin to C. H. Hulburd who is still associated with the grain firm.

JOHNSON.—S. B. Johnson, one of the oldest members of the Chicago Board of Trade and a member of the firm Wade & Johnson, died at his home in Chicago on May 19. Mr. Johnson joined the Board of Trade in 1870 and was 88 years old at the time of his decrease.

JOHNSON.—After suffering from poor health for two years, Denman F. Johnson, a member of the Minneapolis grain firm, Johnson, Case & Hanson, died at a Philadelphia hospital where he had been undergoing treatment. Acute pneumonia was given as the immediate cause of his decease. Mr. Johnson had, with the exception of two years, been a life long resident of Minneapolis and had been a member of the Chamber of Commerce since 1910. His widow survives him.

KIMBALL.—At the age of 57 years, Frederick H. Kimball, a well-known merchant in wholesale grain, died at his home in Bath, Maine, after suffering from an illness of long duration.

KENNEBROOK.—A. J. Kennebrook met with his death in the Flathead River in Montana by drowning not long ago. He was formerly connected with the Van Dusen-Harrington Company's office and with Fraser-Smith Company in Duluth, Minn. At the time of his death he was traveling for a western house.

McKENNY.—F. McKenny, an elevator manager at Kenton, Man., Canada, was taken to a hospital at Brandon for an operation to remove a nasal complaint and while on the operating table suddenly expired. The cause of his death is attributed to heart failure.

NIELAND.—Henry Nieland, one of the oldest members of the New York Produce Exchange, died recently at the age of 90 years.

OAKES.—On May 27, Harry Oakes was killed by lightning. He was a well-known grain man of Jacksonville, Ill.

OSBORNE.—J. A. Osborne was killed instantly when his automobile turned turtle. Mr. Osborne was manager of the Equity Elevator at Valier, Mont.

POLLOCK.—Herman J. Pollock, an old time Board of Trade man died in Chicago, Ill., on May 31. Mr. Pollock was a representative of the firm Hulburd, Warren & Chandler on the provision market. He had been suffering from an incurable disease for a number of years.

WEST.—J. G. West died not long ago at the age of 74 years at his home in Topeka, Kan. He was a well-known grain man of Topeka and Pauline, Kan. His widow and son survive him.

TO REPORT IN SEED SURVEYS OF JULY 1

All dealers in seed whose stock at any time during the past year amounted to 500 pounds of vegetable seed or 5,000 pounds of field seed are required to report in the seed stocks survey to be made by the Bureau of Markets, United States Department of Agriculture, under date of July 1, 1918. In addition to the survey covering stocks held by dealers the Department announces a vegetable seed-production survey in which everyone who grows vegetable seed for sale or purchases vegetable seed from local growers or seed farmers is expected to report on the forms sent out from Washington.

Schedules will be mailed to dealers and growers on June 15, but it is pointed out that any person who does not receive a schedule by June 25 should apply for one either to Washington or to local offices of the Bureau of Markets. The Secretary of Agriculture has set the time limit for the return of the schedules properly filled out for July 10, 1918.

THE SYKES COMPANY
930 West 19th Place, Chicago
MAKERS OF
FIREPROOF WINDOWS



WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and Metal Roofing For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.



TRIUMPH BARLEY PEARLER

A continuous automatic machine for pearling barley which has been in successful use for over twenty-five years. Self-feeding, self-discharging, and adjustable while in operation.

Full information gladly furnished to those interested in pearling barley.

Several for Immediate Delivery

THE C. O. BARTLETT & SNOW CO.

Main Office: Cleveland, Ohio

BUY WAR SAVINGS STAMPS

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

HELP WANTED

WANTED

Capable field seed man for office and road work. One above the draft age. FIELD SEED, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

WANTED

Young man with elevator or mill experience. Must be good judge of grain and seeds. Prefer man with some knowledge of machinery. Good chance for advancement. Good town. Live concern. THE WELLINGTON FLOUR MILLS COMPANY, Wellington, Ohio.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

MACHINERY

C., M. & ST. P. RY. CO. OFFERS FOR SALE

Two No. 10 Invincible Grain Cleaners. Fair condition. Inspection afforded, if desired. W. A. LINN, Purchasing Agent, Railway Exchange Building, Chicago, Ill.

WE RENT, SELL OR EXCHANGE

ELECTRIC MOTORS AND DYNAMOS. Belting, pulleys, hangers in stock. SCOTT BROTHERS ELECTRIC COMPANY, 34 Macomb Street, Detroit, Mich.

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

Second-Hand Bags Our Specialty
—AT YOUR SERVICE—
Universal Bag & Burlap Co.
BAGS AND BURLAPS
630 West Lake Street Chicago, U. S. A.

HAY, STRAW AND FEED

The feed business of H. W. Kinding at Cameron, Mo., has been sold by him to E. F. DeLay.

The Moose Jaw Flour & Feed Stores, Ltd., of Moose Jaw, Sask., have changed their name to that of C. H. Boyd, Ltd.

The feed and flour business of A. H. Clark & Son at Lebanon Springs, N. Y., has been assigned to James C. McGonigal.

A. H. Barber's feed and flour store at Boonville, N. Y., has been purchased by Ambrose C. Capron. Possession given on June 3. Mr. Barber retires from business.

The Louisa Flour & Feed Company has been incorporated at Louisa, Ky., capitalized at $10,000. J. P. Miller, K. R. Holt and Joe Cyrus are interested in the concern.

Edw. M. Riedling whose feed, grain and hay store at 730 E. Main Street, Louisville, Ky., was destroyed by fire recently has established temporary quarters near his former location.

Thompson & Mould, operators of a feed and flour business at Goshen, N. Y., have dissolved partnership and W. P. Thompson and Thos. Mould will operate separate businesses.

The Wisconsin Grain Co-operative Clearing House at Rhinelander, Wis., has started in business and will handle feed, flour, hay and seeds. W. H. Durkee will act as manager of the firm.

C. D. Carlisle, president of the Carlisle Commission Company of Kansas City, Mo., visited the office of the "American Grain Trade" recently. Mr. Carlisle has handled several large Government contracts.

The license of the American Hay Company operating at Goshen, Ind., was suspended by the Food Administration for six months' time because of its refusal to accept nine cars of hay and for making speculative contracts.

Henry Kleinberg has sold out his warehouses in which he conducted a hay business located at Ellensburg and Kittitas, Wash., to W. T. Jahn & Co., of Seattle. His son, Alfred, and nephew, Daniel Kleinberg, are both in the U. S. Army.

Incorporation papers have been filed for the Hewitt Bros., Inc., of Manhattan, N. Y. The firm will deal in hay, grain, produce, fruits, etc., and is capitalized at $40,000. The incorporators are: O. D. Hewitt, C. J. Hewitt, Roy F. Hewitt.

Incorporation papers have been filed for the Springfield Flour & Feed Company which will operate at Springfield, Mo. The company is capitalized at $50,000. J. A. Tindle, W. S. Gunning, J. H. Staley, S. M. Durrett and Geo. W. Hoyland are interested.

Geo. A. Nieman has sold out his interests in the Queen City Flour & Feed Company of Cincinnati, O., of which he has been secretary and treasurer to J. H. Blanton, president, and I. P. Blanton of Ironton. A. C. deBruin has become associated with the firm and will act in the capacity of treasurer.

Incorporation papers have been filed for the Head-Miller-Company of Rochester, N. Y., to conduct a feed and flour jobbing business. Ward B. Head is the leader of the enterprise. He was formerly with the Van Vechten Milling Company. A. R. Miller has been engaged in the feed and coal business for some time past in Rochester.

The North Bros., hay and meal dealers of Kansas City, Mo., have taken over the warehouse and alfalfa milling plant of the Haywood Alfalfa Warehouse Company. The Haywood warehouse has a capacity of 7,000 tons of hay or 15,000 tons of alfalfa meal and the mill has a daily output of six tons of alfalfa meal per hour. The warehouse capacity of the North Bros. will then amount to about 12,000 tons of hay, including a structure in Kansas City with a capacity of 2,000 tons hay or 6,000 tons of alfalfa meal, a warehouse at Cozad, Neb., with a capacity of 1,000 tons of hay, one of 700 tons' capacity at Willow Island, Neb., and 1,000 tons elsewhere. Mr. Bryan, formerly owner of the Haywood company, will enter Red Cross work after new owners take possession of the plant.

MINOR CHANGE MADE AT DULUTH

On May 31 a meeting of the members of the Duluth Board of Trade was held for the purpose of considering and voting upon the following change in rules which has been recommended by the Board of Directors for adoption by the members of the Association: To amend the eighth paragraph of Section 2 of Rule XIII so that the same shall read as follows: Millstuffs, 50 cents per ton; ground feed, 50 cents per ton; screenings, 25 cents per ton; hay, $1 per ton, except that the minimum charge on hay shall be $10 per carload. The change also advanced the commission on hay from 75 cents per ton and a minimum of $7.50 per car.

After due consideration by the members of the Exchange, the above change was voted upon and carried.

ST. LOUIS HAY MARKET

The Mullally Hay and Grain Company of St. Louis, Mo., received the first car of new hay of this year's crop on June 7. It was alfalfa of native growth, pretty fair quality and was in pretty good condition. It sold at $23 per ton with a good inquiry for new alfalfa of good grades. The Mullally company writes: "With favorable weather we look for more new alfalfa to move in the near future. The trade here handles new alfalfa very freely when of a desirable quality and in good condition. Our timothy hay market here is ruling steady and about unchanged with a good demand for the best grades of timothy and clover mixed and also pure clover but medium and low grades are ruling quiet, the demand being only moderate particularly so for low grades which are moving rather slowly as we have very little shipping demand and the local trade mostly all want the best grades. The movement of hay here, however, has been pretty free and the market is keeping well cleaned up excepting on very low grades."

We are advised by Toberman, Mackey & Co., St. Louis, Mo., in their letter of June 12, that "The arrivals of hay are very liberal on both sides of the river. The market in our opinion, is in buyers' favor, with indications of lower prices to prevail and that you cannot look for stronger figures for the rest of June. All old timothy should be marketed before the new starts to move. Low grades very difficult to move or secure offers upon. Clover in light demand and dull on everything, except on occasional car of choice. Alfalfa hay in fair demand at the market values for best grades. Low grades not wanted. Prairie hay, practically none on the market; fair demand for good qualities. Medium grades not wanted."

A LITTLE MILL GOES BIG

One of the developments of the war is the great interest the elevator operators throughout the country are taking in the small self contained mills which can easily be installed in and operated as a function of the elevator. This is due in part to the fact that millers, as a general thing, have made money since the war started, and partly because the mill is always an important part of the community life and for that reason is a valuable addition to many plants.

The accompanying illustration shows the home of the Kelly Milling Company of Frederick, Okla. It is built of interlocking fire tile cement, plastered inside and out. The inside is finished in white enamel and is kept scrupulously clean throughout. This mill is equipped with a 50-barrel American Marvel Mill, and is reported to be turning out a product that "is making 'em sit up and take notice." This mill is located in a district noted for its good wheat and is equipped to get the very best there is in it.



PLANT OF THE KELLY MILLING COMPANY, FREDERICK, OKLA.

Mr. Kelly does not believe that a mill made of gold and platinum, with diamond bearings, could make a better flour than his mill. He says there are plenty of housewives in his community who will back him up in his assertions. Another good feature brought out in the illustration is the fact that the Kelly Mill is able to share some of its good with Our Boys "over there."

The owners of the Fleischman Malting Company operating a malting establishment at Louisville, Ky., are making improvements on it. A new 100-horse power motor is included in the new machinery installed.

HENRY H. FREEMAN & CO.
Hay, Straw and Grain
COMMISSION MERCHANTS
Correspondence and Consignments Solicited.
Market Reports on Application.
66 Board of Trade CHICAGO, ILL.

HAY
Mr. Hay Shipper:
When you consign a car of hay you have a right to expect special service, such as can only be given by a firm engaged strictly in the commission business.
We have been in business many years and given personal attention to all shipments entrusted to our care. We are members of the Chicago Board of Trade and can offer the best of bank and mercantile references. TRY US WITH A CAR.
J. J. Considine & Co., 43 Board of Trade Chicago, Ill.

ALFALFA
We are the Largest Distributors of ALFALFA in GREATER NEW YORK
Shippers who have Alfalfa Hay to dispose of, if they will communicate with us we will provide a satisfactory outlet.
ALFALFA
W. D. Power & Co., 12-15 N.Y. Hay Exchange NEW YORK

National War Savings Day June 28th

That's the day we sign up.

That's the day we tell Uncle Sam just how hard we want to win this war. That's the day our government has officially set for us to purchase War Savings Stamps.

On June 28th every man, woman and child in the United States will be called upon to pledge his or her full quota of War Savings Stamp purchases for 1918.

You will be expected to pledge the **full** amount that you can afford—no more—but by the same token, no less.

In every state, county, city, town and village the War Savings Committees are preparing for this big patriotic rally of June 28th. Unless you have already bought War Savings Stamps to the $1,000 limit, get busy with paper and pencil and figure out the **utmost** you can do.

Remember this. You take no chances when you go the limit on War Savings Stamps. They are the best and safest investment in the world. They pay you 4% interest compounded quarterly. They **can't** go below par. You can get back every dollar you put into War Savings Stamps **any time you need it.** You can turn them in at the Post Office **any time** for their full value plus interest.

Uncle Sam is asking hundreds of thousands of men to **give** their lives to their country He is asking you only to **lend** your money.

What are **you** lending?

National War Savings Committee, Washington.

W.S.S.
WAR SAVINGS STAMPS
ISSUED BY THE
UNITED STATES
GOVERNMENT

Contributed through Division of Advertising *United States Gov't. Comm. on Public Information*

This space contributed for the Winning of the War by
"AMERICAN ELEVATOR AND GRAIN TRADE"

PRODUCE EXCHANGE

NEW YORK

GRAIN RECEIVERS

BRAINARD COMMISSION COMPANY
RECEIVERS AND EXPORTERS
OATS AND BARLEY
Send samples all off grade grains
Consignments Solicited
Produce Exchange
NEW YORK

L. W. FORBELL & CO.
Commission Merchants
342 Produce Exchange NEW YORK
Try us with consignments of oats and corn. We are Specialists in these grains and are strictly Commission Merchants.

PRODUCE EXCHANGE

TOLEDO

GRAIN RECEIVERS

CLOVER SEED
International Game, Played in Toledo, Ohio. Providence Does Dealing. When "Seedy" favor
C. A. KING & CO.
Like Billy Sunday, they Deal in Cash and Futures

JOHN WICKENHISER & CO.
Wholesale Grain Dealers
TOLEDO, OHIO
We make track bids and quote delivered prices. Solicit consignments of Grain and Clover Seed.
Members Toledo Produce Exchange and Chicago Board of Trade.

Books for Grain Men
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Hoit & Co., Lowell, com. grain, seeds.
Hulburd, Warren & Chandler, com. merc.*
Illinois Seed Co., seed merchants.
Lamson Bros. & Co., commission merchants.*
Logan & Bryan, grain merchants.*
McKenna & Rodgers, com. merchants.*
Miller & Co., Albert, hay and produce.†
Norris Grain Co., grain merchants.*
Paynter, H. M., grain and field seeds.
Pope & Eckhardt Co., grain and seeds.*
Rosenbaum Brothers, receivers, shippers.*†
Rosenbaum Grain Co., J., shippers.*
Rumsey & Co., grain commission.*
Sawers Grain Co., grain commission.*
Schifflin & Co., Philip H., com. merchants.*
Shaffer, J. C., & Co., grain merchants.*
Simons, Day & Co.*
Van Ness Co., Gardiner B., grain commission.*
Wagner & Co., E. W., receivers, shippers.*
Ware & Leland, grain and seeds.*

CINCINNATI, OHIO.

Brouse-Skidmore Grain Co., rec. & shippers.*
DeMolet Grain Co., grain, hay, flour.*
Mutual Commission Co., strictly commission.*

COLUMBUS, OHIO.

McAlister, Jas. P., & Co., shippers grain, hay.†

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seed.*†

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DENVER, COLO.

Best & Co., J. D., grain, hay.*
Denver Elevator, The, grain.*
Western Grain Co.

DETROIT, MICH.

Dumont, Roberts & Co., receivers, shippers.*

DULUTH, MINN.

White Grain Co., grain and hay.*†

EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.*

FRANKFORT, IND.

Frank & Co., Wm., grain brokers.*

INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.*
Gale Grain Co., P. M., brokerage.*
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Kinney, H. E. Grain Co., grain, hay, feed.*
Lowitz & Co., E., grain commission.
McCardle-Black Co., grain commission.
Merchants Hay & Grain Co., rec. & shippers.*†
Urmston Grain Co., grain commission.*†
Witt, Frank A., grain commission and brokerage.

KANSAS CITY, MO.

Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., corn and oats.*
Peppard Seed Co., J. G., alfalfa seed, millet.
Western Grain Co., shippers grain and feed.*

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Eby & Son, Jonas F., receivers and shippers.*†

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Williams & Monroe, grain, stocks, cotton.

MEMPHIS, TENN.

U. S. Feed Co., receivers and shippers.

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Courteen Seed Co., seeds.
Donahue-Stratton Co., buyers and shippers.*
Franke Grain Co., receivers and shippers.*
Kamm Co., P. C., grain merchants.*
Kellogg Seed Co., seeds.
Mohr-Holstein Commission Co., grain com.*
Taylor & Bournique Co., corn, oats, barley.*
Teweles Seed Co., L., seeds.

MINNEAPOLIS, MINN.

Gould Grain Co., grain merchants.*
McCaull-Dinsmore Co., com. merchants.*
Quinn, Shepherdson Co., grain merchants.*
Scroggins-McLean Co., receivers and shippers.*

MONROEVILLE, OHIO.

Horn Bros. Co., buyers and shippers, grain.*

NEW YORK, N. Y.

Brainard Commission Co., oats, barley.*
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Power & Co., W. D., hay, straw, produce.

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Cofer & Co., Inc., J. H., grain.*

PEORIA, ILL.

Buckley & Co., grain, hay, seeds.*
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Conover Grain Co., E. B., receivers, shippers.
Consumers Grain Co., grain receivers.*
Grier & Co., T. A., grain commission.*
Luke Grain Co., grain commission.*
McCreery & Sons, J. A., com. merchants.*
Miles, P. B. & C. C., grain commission.*†
Mueller Grain Co., receivers and shippers.*

PHILADELPHIA, PA.

Miller & Sons, L. F., receivers and shippers.*†
Richardson Bros., grain, flour, mill feeds.*
Rogers & Co., E. L., receivers and shippers.*†
Taylor & Bournique Co., oats, milling rye, corn.

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Herb Bros. & Martin, grain and hay.*†
McCague, R. S., grain and hay.*†
Smith & Co., J. W., grain, hay, feed.*

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Beveridge & Co., S. T., grain, hay, feed.*†

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St. Joseph Public Elevator Co., public storage.
Marshall Hall Grain Co., receivers, shippers.*

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Mason Hawpe Co., grain merchants.*
Mullally Hay & Grain Co.*†
Nanson Commission Co., receivers, shippers.*†
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Prunty, Chas. E., grain and seeds.
Schisler-Corneli Seed Co., seeds.*
Toberman, Mackey & Co., grain, hay, seeds.*†

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King & Co., C. A., grain and seeds.*†
Raddatz Co., H. D., grain, seeds.*
Southworth & Co., grain and seeds.*†
Wickenhiser & Co., John, grain dealers.*
Zahm & Co., J. F., grain and seeds.*†

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Derby Grain Co., wheat, oats, corn.*
Forbes Milling Co., wheat, oats, corn.*
Golden Belt Grain & Elevator Co., wholesale grain.*

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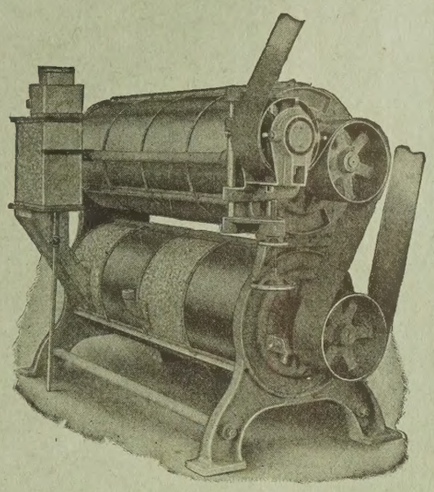
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WINCHESTER, IND.

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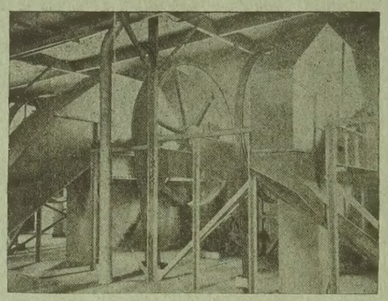
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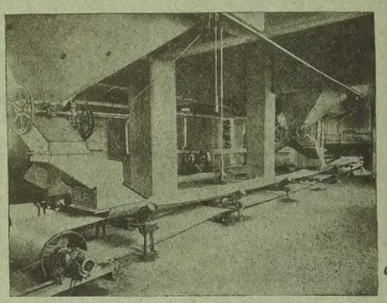
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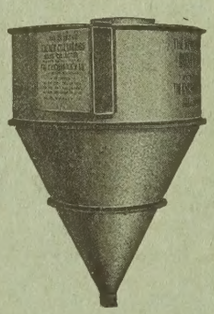
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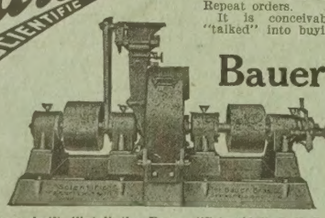
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